

Split Hickory Vehicles

*The Man
at the Hub
1912*



The Ohio Carriage Mfg. Co.
Columbus, Ohio.

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Annual Catalogue and Style Book No. 39

SEASON 1912

Twelfth Year Manufacturing Split Hickory
Vehicles, Oak Tanned Harness
from our Factory Direct
to User



OFFICERS OF THE COMPANY

H. C. PHELPS . . . President
T. W. PICKARD . Vice-President
J. E. WALSH . . . Secretary
L. N. REIF . . . Treasurer

The Ohio Carriage Manufacturing Co.

COLUMBUS, OHIO, U. S. A.



FACTORIES, OFFICES AND REPOSITORY OF THE OHIO CARRIAGE MANUFACTURING CO.

Covers three and one-half acres. Annual capacity, 20,000 finished vehicles

South High Street and Hocking Valley Railroad Crossing, Columbus, Ohio



A Personal Word

From H. C. Phelps

Fellow Buggy Users:—

I am proud to come before you here again as the personal buggy maker for 150,000 people. This is my twelfth year. I show you a map of the United States here on page 10 giving the records by states as to just where 150,000 Split Hickory Buggies are in use today.

I have never heard of a Split Hickory Buggy that has completely worn out in the eleven years that I have made them. I know that it will pay every man who is in the market for a buggy of any kind to let me have a few words with him here on these opening pages and get the benefit of my experience whether he buys from me or not.

My old friends know me and they know Split Hickory Vehicles.

From a small start eleven years ago, I have built up the largest vehicle business of its kind in the world. That means something to every buggy buyer.

I now own and operate the largest vehicle and harness factory in the country making vehicles and harness for individual customers.

My 150,000 regular customers all through the United States are loyal to me and the greatest boosters for Split Hickory Vehicles any manufacturer ever had.

They know that I appreciate their first orders and every order I get from them. They know that I also appreciate and thank them for the thousands of orders that I have received from their friends whom they have recommended to me on account of the high quality of my buggies and the money that I have saved them.

The enormous volume of my business, the economies that I am able to save every one of my customers on both manufacturing and selling and the savings I am able to offer you today on any vehicle or harness shown in this book, have been made possible largely because of the intense loyalty and appreciation of my regular customers, for which I am truly grateful.

The reader of this book, unless he is an old customer, must judge me and my products by what he finds in these pages. My confidence in the buggies and harness that I make is proven by my liberal selling plan.

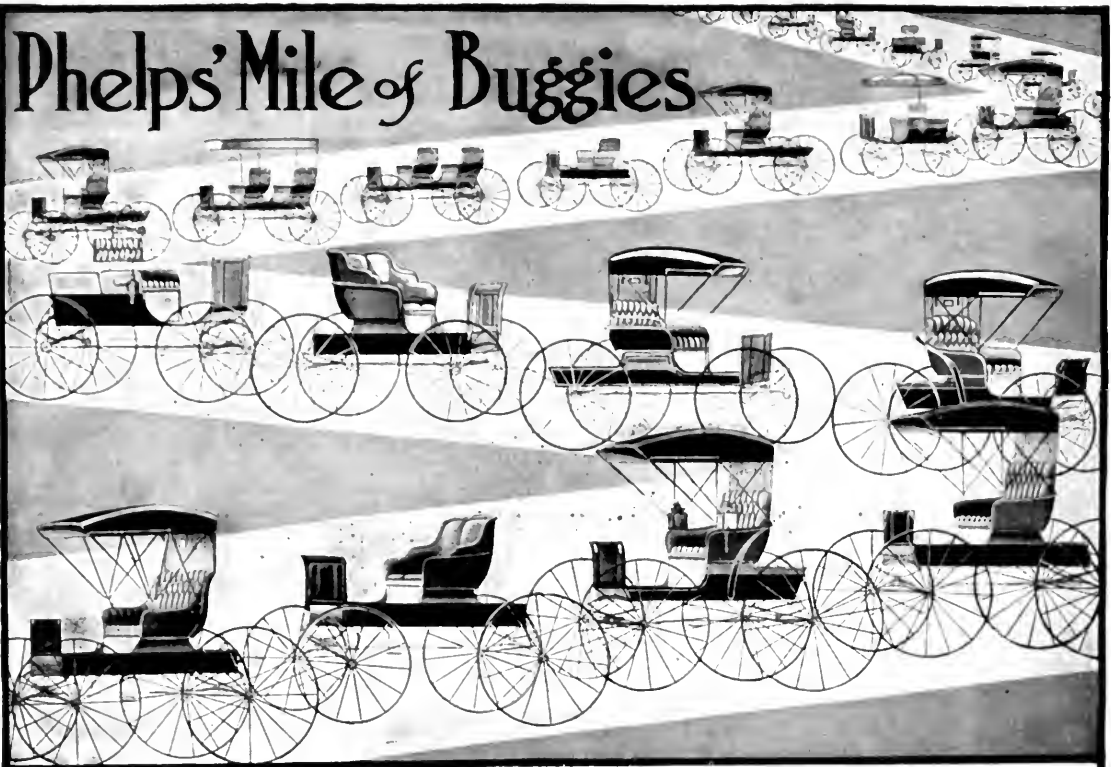
This book goes to you to show you the biggest selection of vehicles and harness offered in America today and must establish confidence in your mind before I can hope to receive an order from you. If you had time to read them, I could show you thousands of unsolicited testimonial letters from customers of mine in every state in the Union.

I show you plenty of examples of such letters in these pages, besides bank letters and references of every kind, together with my guaranty on page 14.

I have been in business and selling my vehicles by mail through my catalogs for over eleven years and not only my 150,000 customers know that they can place confidence in everything that I claim for Split Hickory vehicles, but also the publishers of hundreds of farm papers, magazines and periodicals of all kinds know that their readers are absolutely safe in dealing with me.

I have been advertising in these papers for 11 years and these publishers have never

Phelps' Mile of Buggies



had a complaint or kick about Phelps or Split Hickories from any of their millions of readers.

These people all know that I have saved millions of dollars to purchasers of vehicles during the past eleven years on my plan of selling direct at factory prices. Yet no sales-man or "booster" can go from my factory to you to sell you any of the goods I make.

My products are introduced to you by my advertisements and this book and must "stay sold" after you get them, from the satisfaction they give you, or come back to me.

So all I need is your confidence to start with.

If you are in the market for any kind of a vehicle, you cannot get a better or bigger selection than this book offers you. Dealers today are not in position to show buggies or sell buggies of high quality as they could a few years ago.

There has been a big depreciation in the last five years in the quality of almost every line of buggies manufactured, except Split Hickory.

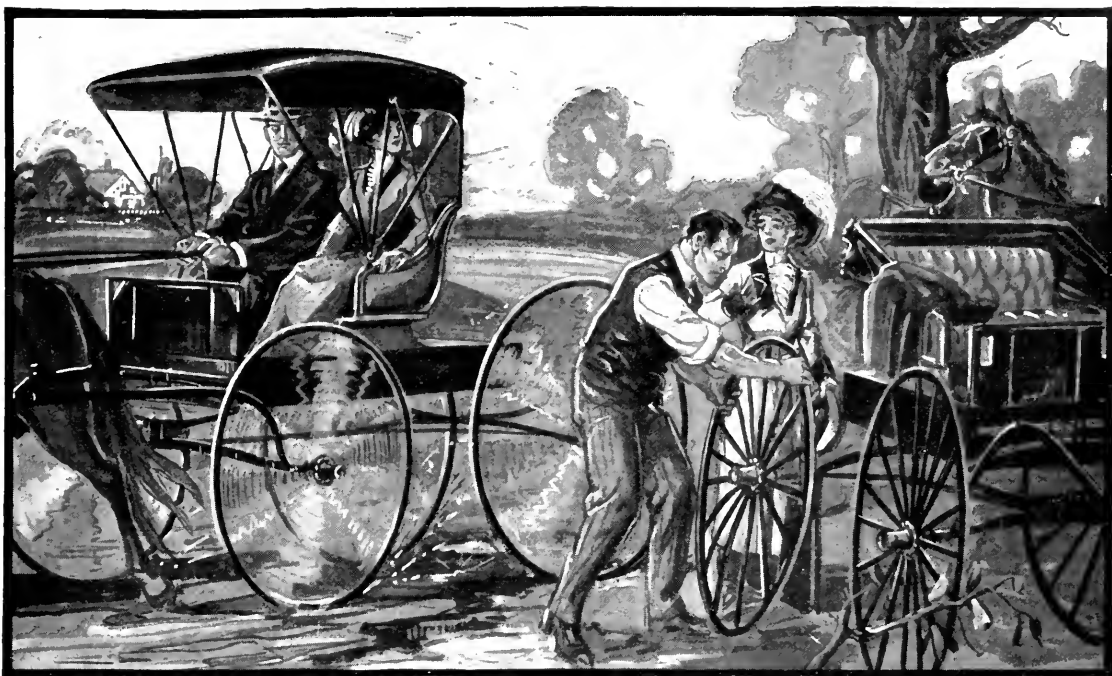
You will see the reason when you realize that since automobiles came into such general use, many buggy manufacturers rushed into the making of automobiles or automobile parts, such as bodies, etc., and

have either neglected their buggy business, or discontinued it entirely.

The manufacturers who sold in the old, roundabout way through wholesalers, jobbers, and dealers, found themselves in between two fires—the automobile on one side and the mail order buggy manufacturer on the other. It has been a hard fight for them to keep their prices up, and they had to on account of the profits they had to give the middlemen. Furthermore, many of their dealers quit buying buggies, except in small lots, knowing they had to compete with the mail order house on one side and the automobile on the other.

Dealers who used to buy buggies in carloads from other manufacturers now buy only a few buggies at a time and they have to take what they can get from run down stocks, or old styles and often shop-worn buggies, way out of date.

But I have stuck to the buggy business. Many of my friends said, "Phelps, why don't you go into the automobile business?" I couldn't see it that way. I made up my mind that the automobile business was going to help me. I based my opinion on what I knew of both buggy and automobile conditions throughout the United States. I know buggies and I know automobiles. I have driven a buggy all my life—drive one today—and expect to always drive one. I have also driven



an automobile ever since they have been anywhere near dependable, and expect to keep on driving one.

The automobile will never take the place of the buggy—buggies will never take the place of automobiles. There is room for the two. Millions of people will never own an automobile. Most people who own an automobile will also own a buggy to be used when they can't use the car, or when it is too expensive to use it. Many buyers of automobiles who bought their cars two or three years ago have come back to the use of buggies exclusively.

The reason I can offer you the biggest selection of highest grade buggies in America today is that I have stuck to making buggies and have not been interested in making automobiles or automobile parts. I have gone right on year after year increasing the volume of my business and making many up to date improvements that you see as shown in this book.

If you will compare the selection that you can make from this book with that shown in any other catalog published by any other manufacturer in America, I am sure you will decide that Phelps is the up-to-the-minute buggy maker of America.

A man wants to be proud of the buggy he owns. When he drives to town, or on any road, or in any gathering, he wants

something more than an out of date stock job vehicle.

So when you go through the following pages of this latest book, I know you will appreciate that you are having the chance to select just what you want from

I haven't anything against the dealers. Your grandfather bought a buggy at retail—the old way.

You can buy a buggy at wholesale—the new way.

Your grandfather paid from \$30.00 to \$80.00 excess profit—his way of buying—and now the local retail buggy dealer is mad because he cannot make you pay him the same old grandfather's profit.

But times have changed "since mother was a girl." Later methods have come into vogue. People have found out they are perfectly safe buying vehicles and lots of other things Direct from the Maker without paying any middleman's profit—unless, of course, they are sentimental and want to give some fellow \$25.00 or \$50.00 just because they know his first name and call him "Joe" or "Bill."

You have seen some howls printed in papers by manufacturers of different kinds of articles against mail order manufacturers. Now I am not going to waste much ammunition answering these cries of despair because it is too evident on the face of it that their profits are hit and that is why they are howling.



I am just going to ask all the readers of this book to look back about ten years and then answer me this one question honestly—have the prices of home necessities in the way of buggies, harness, vehicles, household furniture, stoves, wearing apparel, etc., gone up or gone down since the well-known manufacturer selling-direct-to-you-by-mail came into existence? You know as well as I do that the dealer used to charge \$100.00 and \$125.00 for the buggy that he today sells for \$75.00 to \$80.00 and I sell at from \$15.00 to \$50.00. He has come down just as far as he can and still get his profit out of your pocket. He has been willing to divide *Your* money with *You*.

Is it not a fact that you do not pay the local retail dealer anywhere near as high a price for many things as you did before the advent of the mail order way of selling.

But the times and methods and whole tendency of the buggy manufacturers selling through dealers today has been against the buggy dealer and he knows it.

The dealer today buys the best stock jobs that he can get but many of the styles and kinds you might want, the dealer does not carry at all.

So by buying from a dealer you have to take what he happens to have, whether it really suits you and your family or not. In buying from my catalog, you can get just the vehicle you want with the advantage of many options on my made-to-order plan.

As you look through this book, you will realize that no dealer—in fact no twenty-five dealers' stores in many cities—could possibly show you the great variety to choose from which you will find here, including both vehicles and harness.

Have you wondered why I use my photograph in all my advertising? I want to tell you why. In the first place, I have no salesmen or representatives and I cannot possibly meet all my customers face to face.

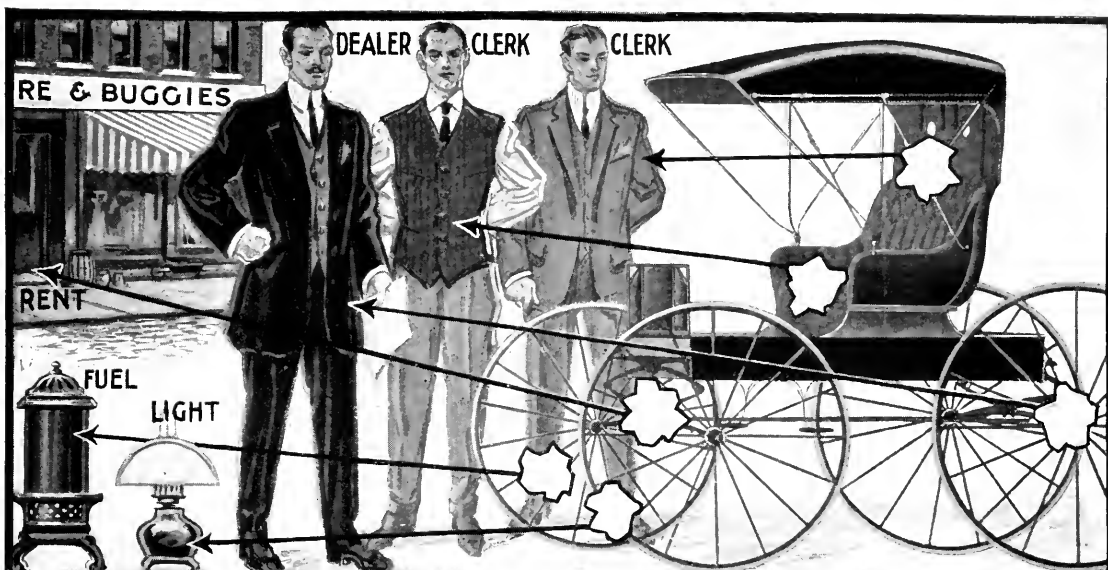
Yet I want them to know just as much as it is possible to know about Phelps and the buggies that Phelps makes.

I am not proud of seeing my photograph in print. But I am proud of Split Hickory Vehicles. I personally stand behind every one I make and sell.

My photograph has become part of the recognized trade-mark of Split Hickory Vehicles.

I ask every customer to hold me personally responsible—to know me as a man who takes a pride in his goods and the business he is conducting—the man from whom you can get satisfaction immediately if anything should be found unsatisfactory.

My photograph in my advertisements and in my book and other literature is as good as my bond to you. It is your assurance that you are doing business with an individual—Phelps—who is constantly giving his personal attention to his business.



My Split Hickory Vehicles are strictly high-grade trade-marked vehicles.

They must not be confused, or compared, with any other vehicles on the market at anywhere near the prices asked for them—in style, quality or finish.

No other manufacturer gives the same individual attention to each individual vehicle that is given in my factory. My factory is conducted on a plan of handling each individual order specially by itself. My vehicles are made individually—one at a time—not in lots. I don't manufacture vehicles in advance from which to fill orders—I have no stock room where they are stored in quantities. In buying any vehicle from me, you are sure of getting just the vehicle you want, made-to-order as you want it, delivered fresh and new when you want it.

You will not be shipped a bulk vehicle that has been in a store room for months—perhaps years—where the finish has become dulled, marred, cracked or shop-worn—such a vehicle as you are apt to get if you purchase through dealers.

I am continually turning my raw material day by day. Every little improvement that comes up—every new style—every new attachment of merit—is continually being adopted in my factories, thereby giving each customer a vehicle that is up to the very minute in every particular.

I am the only manufacturer in the United States making vehicles in large quantities to order for individual users. This one special feature of my method of doing business has alone sold thousands upon

thousands of my vehicles. By this method of making vehicles to my customers' order, I can give each job individual character and features impossible to obtain in any other way. I make each job for each customer just as if it were the only job I was manufacturing.

The consumer has many choices as to style, finish and trimmings, ordering just the vehicle he wants—made as he wants it—permitting him to have his own individual ideas and tastes in his buggy.

I am the originator of selling vehicles of all kinds subject to a thirty days' free road test.

When I originated this idea and offered my customers the advantage of testing any vehicle they bought from me in their own way as their own on all kinds of roads, thirty days' free, to be sure that they were getting perfect satisfaction all of the old line manufacturers said I would go broke in a year.

But when they said this, they were fixing their opinions on the quality of vehicles they had been selling and not on the quality of Split Hickory Vehicles.

Perhaps we were both right. Perhaps their vehicles would not stand such a test. But I knew Split Hickory Vehicles would satisfy the most critical customers. I had confidence in Split Hickory Vehicles and confidence in the judgment and honesty of my customers, and I trusted them to give me a square deal and they in turn, 150,000 of them, trusted me with their orders, and on this plan I have built up the largest vehicle business of its kind in the world.



My plan is just a fair, square, man-to-man plan. I positively will not have a dissatisfied customer anywhere. I want none of them to feel that they are not getting a vehicle exactly as represented in every particular and entirely satisfactory. Therefore, I offer this free trial plan to every customer without restrictions.

By comparing any vehicle illustrated in this 1912 catalog of mine with any similar vehicle sold through dealers or any other way, you will find that you can keep an average saving of from \$25.00 to \$10.00 in your pocket, according to the vehicle you select.

I guarantee that for similar quality, I will save you from an average of \$25.00 to \$10.00 and up in this way.

I sell direct from my factory to user.

I give the buyer my factory price.

The dealer, in selling you a vehicle not only has to make his profit and expenses but the jobber who sold the dealer, and the manufacturer who sold the jobber also have a profit to be taken care of.

These profits are represented by the average of \$25.00 to \$10.00 and up that I save you according to the vehicle you choose.

If you will study the quality of my vehicles and make the 30 Day Road Test that I offer, you will see yourself that my statement of the savings to be made, for equal quality, is not exaggerated.

Every vehicle I have ever made has been sold from my factory by mail—Sold under my personal guarantee and under the representations I have made, both in my advertisements and printed matter and catalogues.

Stop to think just a minute, if you will, and you will realize that it would be impossible for me to carry on my business on this plan if I did not give every customer absolutely a square deal, and live up to every agreement and every representation that I make in my catalogs and printed matter, because they all go through the United States mail. That protects you absolutely against any misrepresentation on my part because I could not continue to do business through the mail if I in any way misrepresented anything.

A man's own pocket is about as near "home" as he can keep the money.

So we do not hear as much these days about patronizing "home industries" as we did for a while.

It is all right to have local pride and be friends with your home town people, but when a man is going to buy a buggy, he might just as well himself keep the profits that the dealer would make.

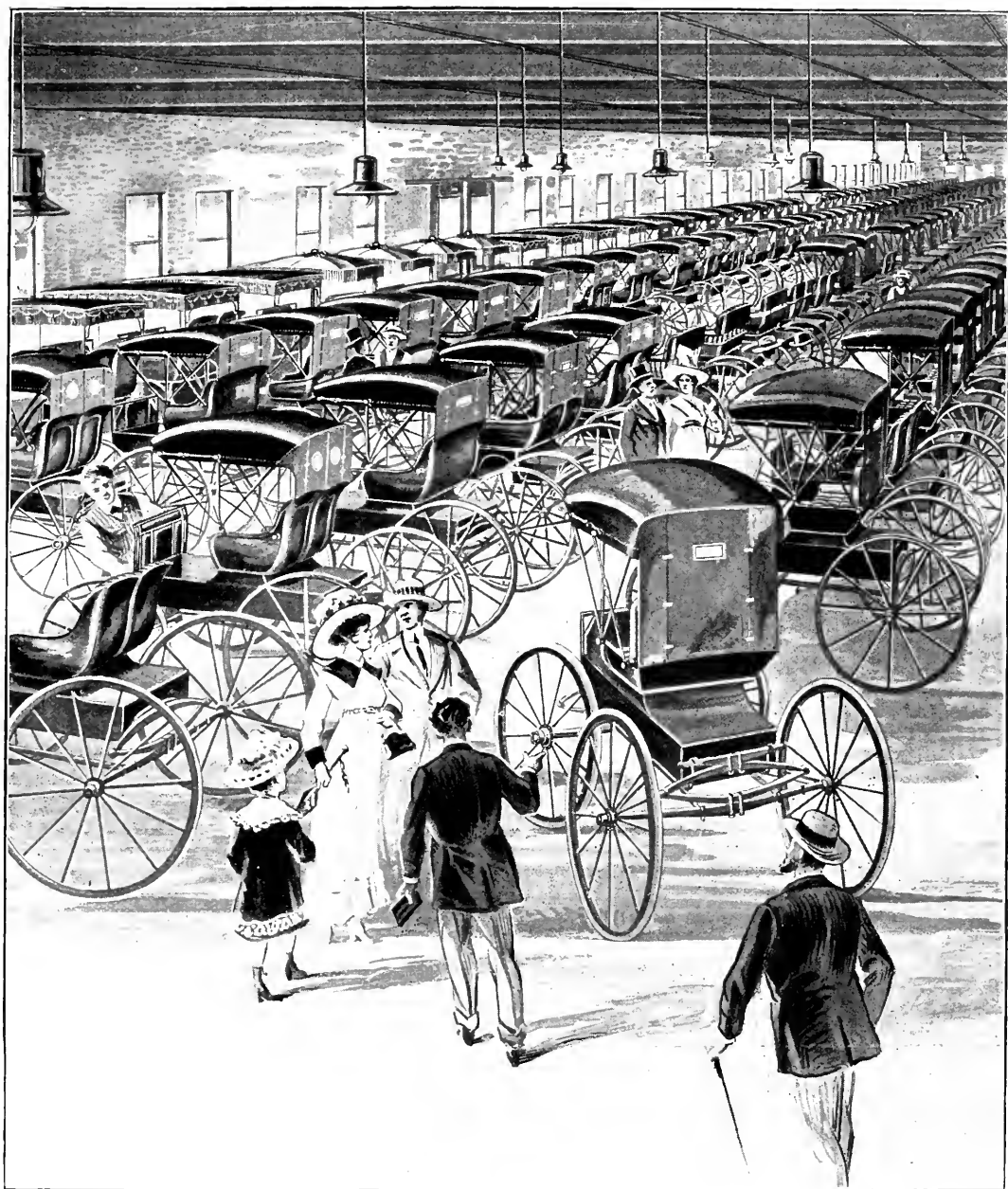
Always remember that the dealer has to pay a stiff price and send the money away from home to the manufacturer that he buys from.

Your pocket is just as good a place to keep the savings (all middleman's profits) and you can spend them in your own home town just as well and a great deal more to your satisfaction than the dealer can. I do not have to tell you that.

So all I ask of you now is to use your own judgment in picking out the vehicle—or harness—you want this season and let me send it to you right away under my liberal selling plan. Then judge for yourself.

Yours sincerely,

H. C. Phelps, President,
The Ohio Carriage Mfg. Co.,
Columbus, Ohio.



If you can arrange to call on us personally, your visit will prove interesting and profitable. Our repository, which adjoins our large factories, is the largest in Ohio, and contains upwards of 200 finished vehicles and a full line of harness to select from. If not convenient to come during office hours, we will make an appointment to suit your convenience.

***Take the South High Street car anywhere
on High Street, get off at end of line and
walk one square south to our office.***

The Ohio Carriage Mfg. Co.



C.E. COLLINS
Director.



J.S. McFARLAND
Purchasing Agent.



J.E. BATESON
Order Depl.



H.C. PHELPS
PRESIDENT



T.W. PICKARD
Vice Pres. & Supt.



J.E. WALSH
Secy & Sales Manager



L.N. REIF
TREASURER



H.A. IMBER
FOREMAN PAINT DEPT.



GEOR. HOLMES
FOREMAN
TOP TRIMMING DEPT.



L.J. LUCKHAUPT
FOREMAN
SEAT & BACK DEPT.



T.W. PICKARD
VICE PRES. & SGT.



WM. CANNON
FOREMAN
ASSEMBLY ROOM.



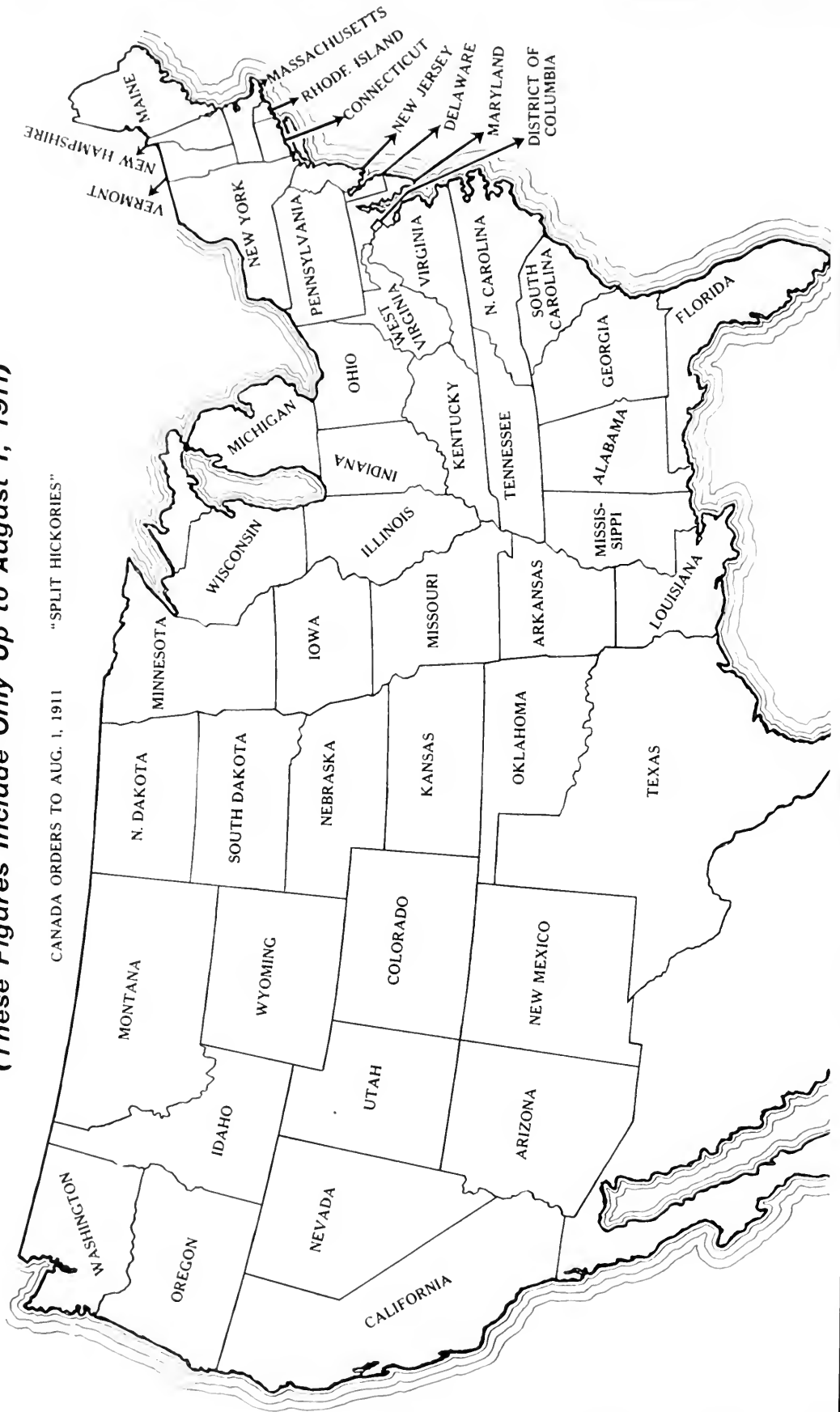
W. WHALEN
FOREMAN
BLACKSMITH DEPT.

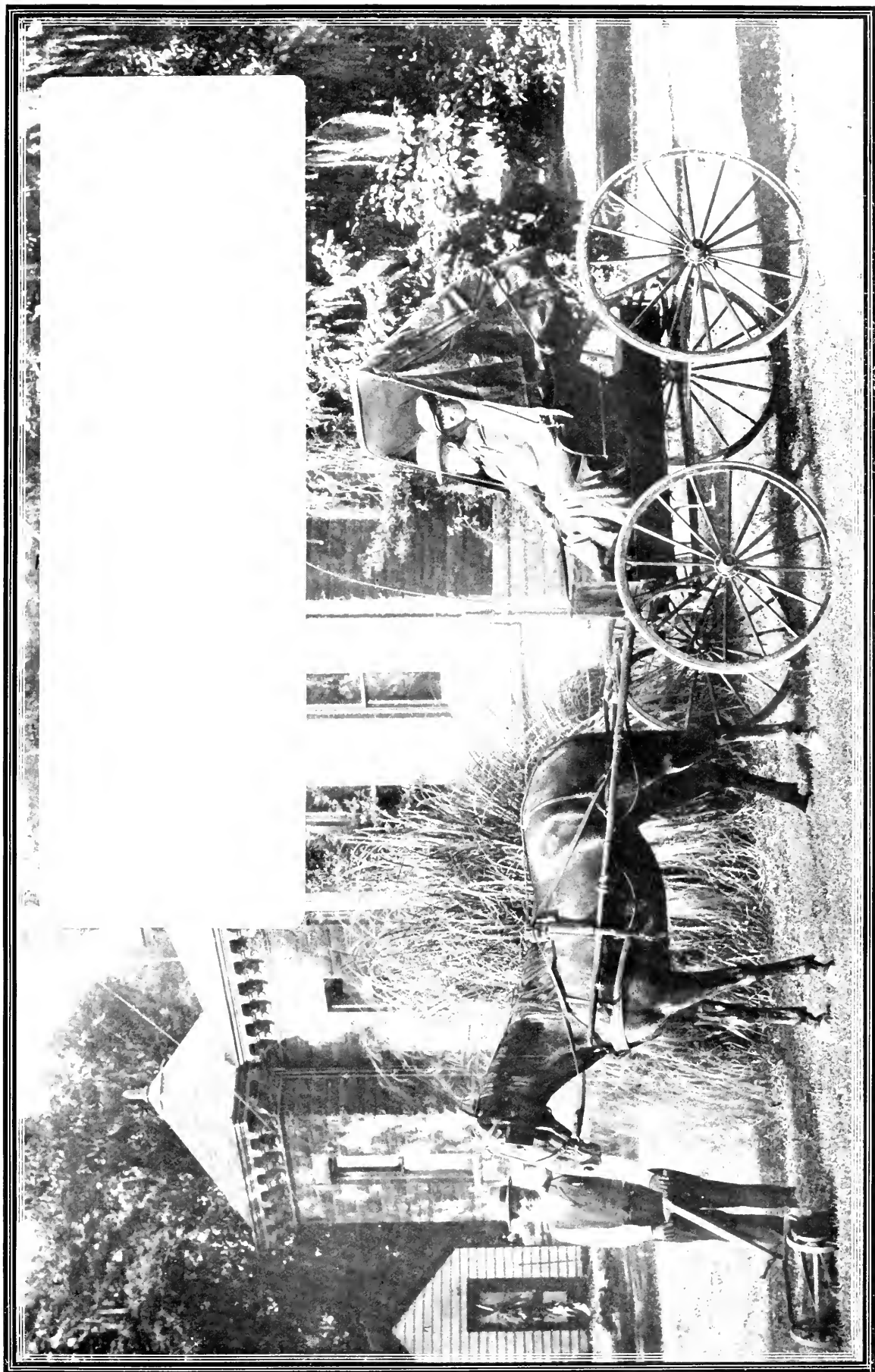


F.W. BOURGARDES
TRAFFIC DEPT.

(These Figures Include Only Up to August 1, 1911)

CANADA ORDERS TO AUG. 1, 1911 "SPLIT HICKORIES"



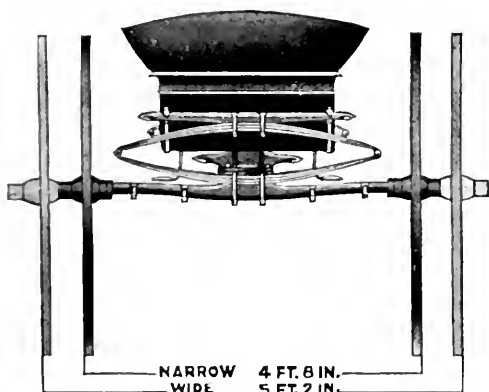


If you have not already done so, please read our 30-day free trial plan on the opposite page.

You will find an order blank in the back of this catalogue. Please use it. Write your name, address and shipping point in the blank spaces provided for this purpose. Write the other instructions that you have to give us in the other blank spaces on the order blank. On the back of the order blank is room for any special instructions. Of course, if you have any objection to using our order blank, you can write your order in a letter in your own way and we can fill it just the same, and correctly, but the easiest and best way for us both is for you to use the order blank.

If you want any changes made from the regular construction or finish, state what these changes are. Unless instructed to the contrary we fill all orders to correspond with the description in this catalogue.

If there is no agent at your shipping point the freight must be prepaid when we ship. We can, and are perfectly willing to do this for you if you send the freight money with your order. Be sure about this, for it only means delay if there is no agent at your shipping point, as the Railroad Company will not take freight consigned to any station where there is no agent, unless the freight is paid in advance.



How to measure track.

This is absolutely necessary before we can fill your order. Different widths of track are used everywhere. We often find two different widths of track in the same county. If you do not know the width of track used in your neighborhood be sure and find out. Ask some

one who knows, or measure your old buggy. The illustration on this page shows you how to measure track correctly. Always measure on the ground and not across the top of the wheels. In measuring an old buggy allow some for unusual dish of the wheels, which would make the track appear a little wider than it should be, or was when it was new. 4 feet 4 inches, 4 feet 8 inches, or 5 feet 2 inches will cover 90 per cent of all tracks used, so if your old buggy should measure close to either you are safe in ordering that width. Do not order "standard track," as there is no standard in track for light vehicles.

Suit your own convenience. If you have a bank account send us your personal check. If not, you can secure a certificate of deposit from the bank, or a draft, postoffice money order or an express money order. Do not send currency in a letter without registering it, as it is not safe.

If you want to order by our cash-on-deposit plan, make out your order—take the money to your nearest bank or express office (bank always preferred) and have the one holding your deposit fill out and sign the deposit part of the order on the back of the order sheet and then send the order direct to us.

Please do not make us an offer on any vehicle or harness that is less than the prices named in this book. It is only a waste of your time and postage.

We treat our customers fairly by treating them all exactly alike, and the only way we can do this is to put our first, last and only price in plain figures right here in this book. If you want some certain vehicle with changes or extras and are unable to determine the cost, write us telling us the changes and the extras that you want and we will be glad to figure the cost for you, but it will be in every case figured on the prices quoted in this catalogue.

The low prices on the high grade quality of goods as quoted in this catalogue are made possible only by our way of doing business. We buy our materials and pay spot cash for them. We buy low because the firms who sell us take no risk. We sell for cash and sell low because we run no risk.

If we had to take credit risks and stand losses our prices would have to be advanced.

Our only terms are cash-with-order or cash-on-deposit. Please do not ask us to change them, for it is absolutely impossible for us to do so.

*

OUR free trial begins on the day you receive your vehicle.

You take it home and use it 30 days—give it a good, hard test in any way you care to.

Ask your neighbors what they think about it for the price you paid.

Compare it with other new vehicles that have sold at a much higher price.

Test it for easy riding and light running.

In short, satisfy yourself in any and every way that it is just what we represented it to be and absolutely just what you want.

If it is, keep it.

If it is not—send it back. We will not charge you a penny for the 30 days you have used it.

We will pay the freight on it coming back.

We will return to you the freight you paid on it when you got it.

Could anything be more fair?

Just stop a minute and think what this means to us.

In the first place we guarantee absolutely to save your money on your purchase.

In the second place, you must be satisfied in every way and we leave it for you and you only to decide.

If we fail in either, back comes the vehicle—we are out the freight both ways.

We could not get many back and stay in business very long, could we?

The secret is, they do not come back.

We have been manufacturing and selling Split Hickory Vehicles on this very same thirty-days' free trial plan for over twelve years, and our twelfth year was the most prosperous of all.

We quote two prices on each vehicle in this catalogue, cash-with-order and cash-on-deposit.

You can take your choice—it makes no difference to us which you select. There is no more profit in one than the other, and no matter which you

choose you get the thirty days' free trial just the same.

The reason our cash-on-deposit is higher than our cash-with-order price is, because we have to pay banks and express agents for their responsibility in holding deposits, and in sending the money in to us, and it requires a great deal more clerical work to handle a cash-on-deposit order than it does one where the cash is sent with the order.

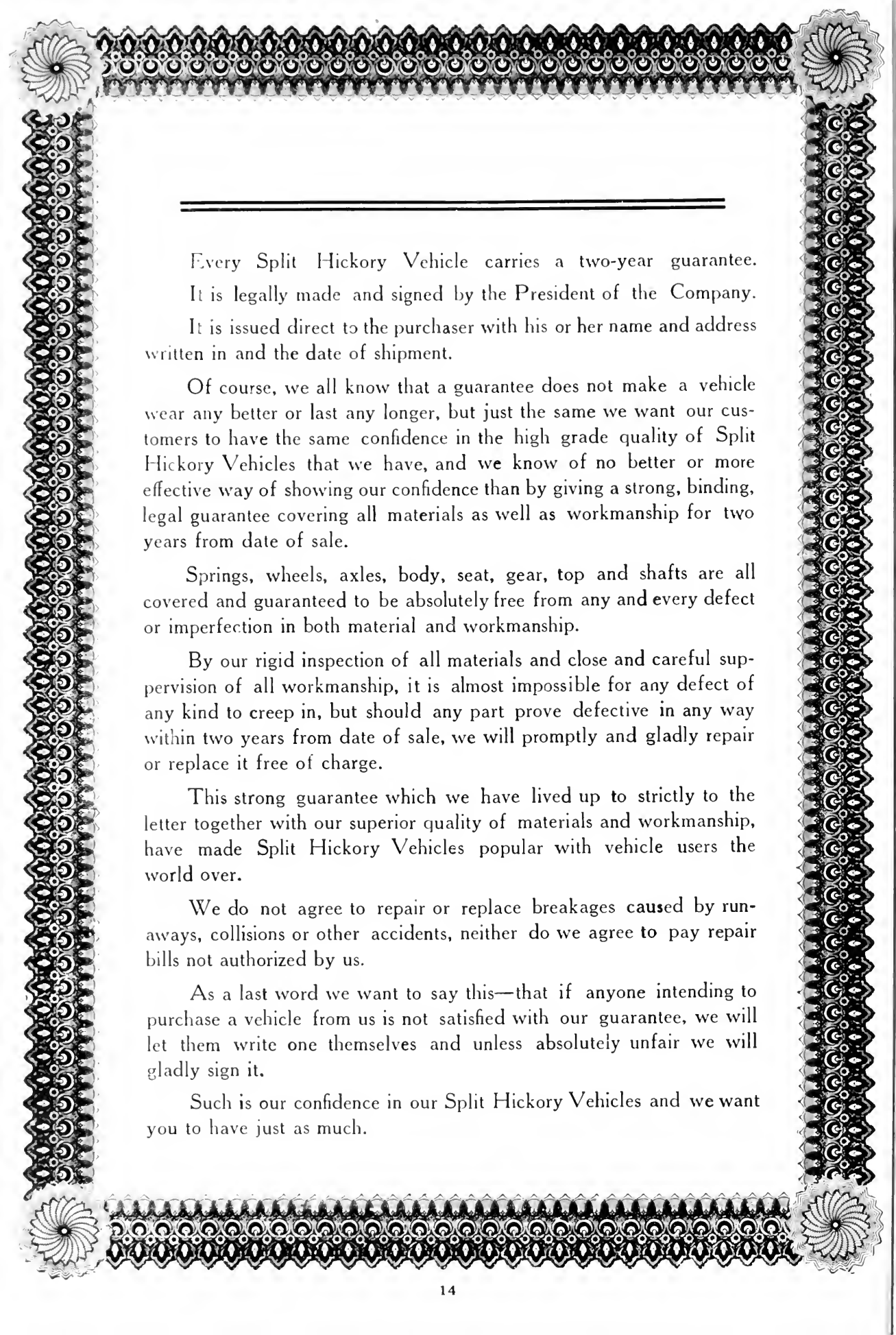
You send the full amount of purchase (at the catalogue cash-with-order price) with your order. If you return the goods we return your money in full—every cent of it.

You take the full amount of your purchase (at the catalogue cash-on-deposit price) to your nearest bank or express agent (bank preferred) and deposit it with them. They fill out and sign the deposit blank on the back of the order blank, and then send the order to us. If you return the goods, they return your money when you show them you have returned the goods to us.

Fully 95 per cent of our customers send cash with their order, as we are well known to almost every vehicle user throughout the United States, and it is cheaper and safer to order that way. We are thoroughly responsible for any money sent us. We own our ground (3½ acres), our factory buildings worth nearly \$100,000.00, and have a paid up capital and surplus of \$100,000.00, and best of all, a record for honest and square dealing which is the biggest part of our assets.

You may be skeptical about our ability to save you money—you may be doubtful about our sending you a vehicle that will suit you in every way, but you must agree with us in this—that it cannot cost you one cent to try us. If we fail, it is our loss—all of it. If we succeed, we both gain.

Ours is the largest business of its kind in the world, and we built it up by giving a SQUARE DEAL TO EVERYONE.



Every Split Hickory Vehicle carries a two-year guarantee. It is legally made and signed by the President of the Company. It is issued direct to the purchaser with his or her name and address written in and the date of shipment.

Of course, we all know that a guarantee does not make a vehicle wear any better or last any longer, but just the same we want our customers to have the same confidence in the high grade quality of Split Hickory Vehicles that we have, and we know of no better or more effective way of showing our confidence than by giving a strong, binding, legal guarantee covering all materials as well as workmanship for two years from date of sale.

Springs, wheels, axles, body, seat, gear, top and shafts are all covered and guaranteed to be absolutely free from any and every defect or imperfection in both material and workmanship.

By our rigid inspection of all materials and close and careful supervision of all workmanship, it is almost impossible for any defect of any kind to creep in, but should any part prove defective in any way within two years from date of sale, we will promptly and gladly repair or replace it free of charge.

This strong guarantee which we have lived up to strictly to the letter together with our superior quality of materials and workmanship, have made Split Hickory Vehicles popular with vehicle users the world over.

We do not agree to repair or replace breakages caused by run-aways, collisions or other accidents, neither do we agree to pay repair bills not authorized by us.

As a last word we want to say this—that if anyone intending to purchase a vehicle from us is not satisfied with our guarantee, we will let them write one themselves and unless absolutely unfair we will gladly sign it.

Such is our confidence in our Split Hickory Vehicles and we want you to have just as much.

CAPITAL \$5 000 000

NO 24

SURPLUS \$1 600 000

First National Bank
United States Depository
Cincinnati

WM S ROWE, PRES
CB WRIGHT, JOS RAWSON, VICE PRES
SR BURTON, C J STEEDMAN, VICE PRES
T J DAVIS, CASHR
R MEVILLY, ASST CASHR
RE HLINE, ASST CASHR

TO WHOM IT MAY CONCERN:

This is to certify that the Ohio Carriage Mfg Company, is a large depositor with this bank, and that we have known the company for a number of years and have always found it prompt, reliable and honest in all of its dealings with us.

They are legitimate carriage manufacturers operating a thoroughly equipped carriage factory.

We believe that anyone having dealings with this company will be treated fairly and honestly at all times.

Yours truly,

J. J. Davis
Cashier



OFFICERS
WF HOFFMAN, PRES
D E PUTNAM, VICE PRES
J A JEFFREY, VICE PRES
G A ARCHER, CASHIER

CAPITAL \$ 300,000.00.
SURPLUS \$25,000.00.

COLUMBUS, OHIO.

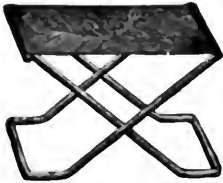
To Whom it May Concern:-

The Ohio Carriage Mfg. Co., of Columbus and Cincinnati, Ohio, are depositors and customers of this bank.

They have one of the best equipped factories in the U.S., and we consider them responsible and good for their contracts, and cheerfully recommend them as worthy of your patronage.

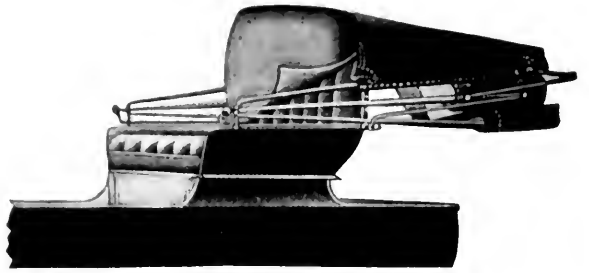
Yours very truly,

W F Hoffman
President



Third Person Seat.

This seat is made extra strong and covered with a good quality carpet. Frame is japanned. Fits in between two people, making a third seat without crowding.



Dust Hood.

This dust hood is made to protect the top when it is laid back. The material used is good quality waterproof drill; is also made so that it protects the upholstering in back. Is made adjustable to fit tops on 20, 22 or 24-inch bodies.

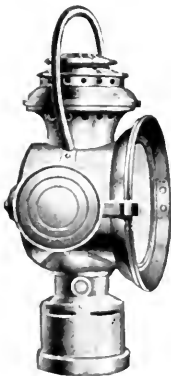


Storm Protector.

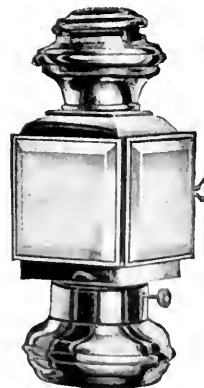
Storm Protector

Keep the rain, the cold and the wind out. Keep yourself dry, warm and comfortable.

This is an illustration of our storm protector, which fits closely over the top, keeping out the rain, snow, sleet and cold, insuring absolute comfort in all kinds of weather. Has large mica glass in front, giving the driver a good view of the road, and is so attached that it can be instantly removed, making it convenient for getting in and out.



The Neverout Oil Lamp.



Brass Auto Style Lamp.

The Neverout lamp is the most reliable oil burning lamp made. Burns kerosene ten hours with one filling. Weighs but twenty ounces, is 9 1/4 inches high, full brass, highly polished.

When ordered in place of regular lamps on surreys or phaetons, deduct for regular lamps, \$2.50.

When ordered in place of regular lamps on surreys or phaetons deduct for regular lamps, \$2.50. This style brass lamp is very popular. Is suitable for phaetons, surreys, buggies, or driving wagons; makes a good light and a handsome ornament.

H. C. POLES, President
 The Ohio Caring Mfg. Co., Columbus, Ohio.
 I've sold your pattern and received it. I am 25 and she is 78.
 It is a real next Sunday, we will celebrate our tenth anniversary. Is not
 that splendid?
 The buggy I bought of you 12 or 15 years ago is as good as new, not
 scratch or mark on it. So you see, I think it will last me the remainder of
 my life. Yours truly, E. H. NEWSON.

Well Pleased
S. C. CHASE, Inc. - March 30, 1911.
R. C. POTTER, President Mfg. Co.,
The Ohio Carriage Co.,
Columbus, Ohio.

Dear Sir: We received the inquiry in good
order, and are well pleased with it.

Yours truly,
Alfred M. J. G. Amstutz.

U. P. No. 2

Handwritten: I have been thinking about you very much lately. I hope you are well. I am well at present. I have been very busy lately. I have been thinking about you very much lately. I hope you are well. I am well at present. I have been very busy lately.

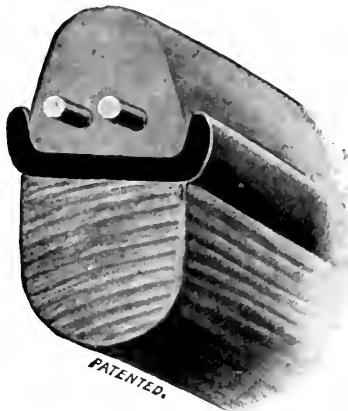
We're Well Satisfied

Doubly Guaranteed by the Goodyear Tire and Rubber Company And By Ourselves

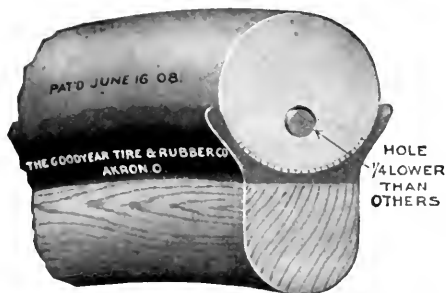
We could furnish rubber tires from \$3.00 to \$5.00 per set cheaper, but you wouldn't get one-half the service. We furnish the best and our price on all sizes is lower, when you consider quality, than is quoted by any one else. Rubber tires add to your comfort, make riding over smooth or rough roads a real pleasure. They prolong the life of your vehicle.

Solid Rubber Tire Prices

These prices are for rubber tires in place of steel tires on any four wheel vehicle.



Goodyear Wing Highest Grade Solid Rubber Tires.



Round Cushion Rubber Tire. (Notice hole for wire is $\frac{1}{4}$ inch lower than on other cushion tires; adds that much more wear to the tire.)

Round Cushion Rubber Tire Prices

These prices are for cushion rubber tires in place of steel tires on any four wheel vehicle. (Note—Cushion tires are not recommended or guaranteed on wheels higher than 38 and 42 inches. $1\frac{1}{8}$ or $1\frac{1}{4}$ -inch cushion rubber tires recommended as the best size to order.)

Our Rubber Tire Guarantee

We guarantee our solid and cushion rubber tires to wear equal to any rubber tires made, regardless of the price. We guarantee that our rubber tires will not peel, crack, split, travel in the channel or the wires break. We all know that rubber tires, of course, will wear out in time, and consequently we do not guarantee that they will not wear out, but we positively guarantee against any defect. The life and the service of rubber tires depend upon their use. Running rubber tires over roads with cracked rock with sharp edges will cut the rubber and wear it out in a short time.

The Maker's Guarantee

The Goodyear Tire & Rubber Co., Akron, Ohio, guarantee these tires against all defects for one year from date of sale. They have thousands of agents and branch houses all over the United States, where they are prepared to take care of any complaints, repairs or replacements that are necessary on their make of tires.

Is It Advisable To Buy Rubber Tires?

Our customers often ask our advice as to whether or not it would be economy and advisable for them to order their new vehicle equipped with rubber tires. Our answer to this question is invariably that it depends entirely upon the condition of the roads over which the vehicle is to be run. If ordinary dirt or gravel roads, or improved turnpike or macadam roads, rubber tires are advisable, and will give splendid satisfaction, not only adding to the comfort in making the vehicle ride easier, but will prolong the life of a vehicle and add to the service of it, because they take up sudden jars and a great deal of the vibration. Rubber tires will also make any vehicle run easier, thereby making it easier on your horse.

There are lower prices quoted on rubber tires than ours, but there are cheaper, a great deal cheaper rubber tires made than the Goodyear Wing. We could buy rubber tires at a saving of nearly 50 per cent, but we could not conscientiously recommend or guarantee a tire of this kind to our customers, and we feel that the "best is the cheapest," and have quoted prices very low for a high grade rubber tire. There is but very little profit in rubber tires at the prices we quote, but we would rather sell a good tire on a small profit than a poor tire on a big profit.

LONG DISTANCE TELEPHONE NO 12
W U & POSTAL W RES IN OUR OFFICE



CABLE ADDRESS GOODYEAR AKRON
LUBBERS & WESTERN UNION CODES

The Goodyear Tire & Rubber Co.

AUTOMOBILE } TIRES
CARRIAGE }
BICYCLE }

RUBBER TILING
MOULDED RUBBER
RUBBER BANDS

IN REPLYING KINDLY REFER TO THESE INITIALS
GMS-MC

Akron, Ohio

Nov. 14th, 1911

Ohio Carriage Mfg. Company,
Columbus, Ohio.

Gentlemen:-

We acknowledge receipt of your contract, for
Solid Rubber Carriage Tires, for the season of 1912.

We are pleased to learn that you have again
selected our high grade Wing Rubber, in view of the
fact that you might have purchased your requirements
from other manufacturers at lower prices with a saving
of a good many thousand dollars to your company, but
at the expense of dissatisfaction on the part of your
customers.

We are entering upon the thirteenth year in
the manufacture of Goodyear Wing Carriage Rubber, and
during all this time it has maintained its reputation
for good service, because we have always insisted upon
maintaining its quality regardless of what other manu-
facturers asked for rubber Tires of their manufacture.

We feel sure that you consulted the best in-
terests of your customers when you decided to use Goodyear
Wing Rubber Tires.

Yours very truly,

THE GOODYEAR TIRE & RUBBER COMPANY.

J. B. Stadelman
Secretary.

Many people who have never bought a vehicle direct from a manufacturer have wrong ideas on the matter of freight, which is in many cases due to gross mis-representations made to them by retail dealers. Our thousands of customers understand from experience that the matter of freight is really of little importance when the great saving they effect in buying direct from us instead of through the dealer is considered; however, for the benefit of those who are in doubt about the matter, we explain below all matters concerning freight.

The last purchaser of any article always pays the freight, whether it is a vehicle or any other commodity. It is impossible for a manufacturer to quote his price on any article in any other way than at his own factory. When you buy a vehicle from us, or from any other manufacturer, you always pay the freight on it. When a retail dealer buys from his manufacturer, no matter whether he buys one buggy or a carload of buggies, he always pays the freight. When you buy from a retail dealer, you pay the freight, though he tries to mislead you into the belief that you have no freight to pay. You can rest assured that your retail dealer paid the freight on the vehicle he is trying to sell you, and while he may say nothing about freight, still the amount of freight that he paid on the vehicle is added in the price that he quoted you, together with his other expense, and it also includes his profit.

When you buy from a dealer, you pay him just as much freight as if you bought from us, and you also pay the manufacturer's profit, but when you buy from us, while you pay a manufacturer's profit, you do not pay a dealer's profit, which in all cases is the largest profit in a vehicle transaction.

Do not let the matter of freight stand in the way of your ordering one of our vehicles. Remember that if we fail to prove to your entire satisfaction that we have saved you money that we will take the vehicle back at our expense and refund not only the full purchase price, but every penny of freight that you paid. Doesn't it stand to reason that when we are willing to take the chance of losing the freight both ways, which in the vast majority of cases would amount to more than what our profit would be, that we must be absolutely sure that we can save you money?

It would be utterly impossible to treat all customers fairly and quote our prices delivered, for the reason that freight rates vary, owing to distances. It costs from \$25.00 to \$30.00 to ship a buggy to California. We can ship a buggy anywhere in the states of Indiana, Ohio, Pennsylvania, New York,

Kentucky and Michigan, at an average cost, bearing all points in these states of about \$2.50. From this it will be easily seen that it would not be fair to average up the freight and make our customers living at points near us help pay the freight to points where the rate is very high.

We have to pay freight on all raw materials that we buy from distant points, the same as other manufacturers, and the freight, of course, affects our selling price, just as the freight affects the dealer's selling price on the finished vehicle.

In the description of each and every vehicle, we state the approximate crated weight, built the way we regularly describe it. Where an extra pole and pair of shafts, or heavier proportions through out is ordered, it will be understood that it will naturally make the vehicle weigh a little more. The seasoning of the crating lumber also affects the weight of the crate one way or the other, but our approximate crating weights are the

average for all shipments for that style the year around, and are very near to actual crated weights.

Knowing the total crated weight of the shipment, you can refer to our table of freight rates per hundred pounds, quoted on pages 22 and 23; pick out the closest point to you and multiply the rate given under the 34 or under the 54-inch crate, according to the way your vehicle will be or must be crated, by the approximate weight, and that will show you just what the freight will be.

If there is no rate quoted to your point, and you are not satisfied to estimate it from the nearest point quoted, write us and we will quote you a rate that will be within a few cents one way or the other of the actual rate to your shipping point. We employ a traffic manager, whose duties are, to look after our customers' interests and secure at all times the lowest existing freight rate.

A great many of our customers have the mistaken idea that because we ship thousands of vehicles each year that we can get a lower freight rate than they can.

It is impossible for any railroad company to discriminate and quote any person or firm a lower freight rate than they would another, without laying themselves liable to prosecution. This is a matter that is controlled by federal law in accordance with the Hepburn Rate Measure passed some years ago by Congress, and also by the Interstate Commerce Commission. The rate to everybody must be the rate published by the railroad companies, and the rate is the same whether it is paid in advance or when the goods are delivered.

If there is no regularly appointed railroad freight agent at the station to which you are having your goods shipped, it is absolutely necessary

for the freight to be paid in advance; and at the time of ordering, if you will tell us that there is no agent at your station, we will tell you exactly how much the freight will be, and you can send this amount so that we can prepay it.

If there is no agent at your point and you fail to advise us to that effect, we will have no way of knowing it and will proceed to ship the goods when they are finished. The railroad company would accept the shipment and carry it to the nearest point where there is an agent, and then notify us, and we would have to notify you. In the meantime, they would hold the shipment, which would mean considerable trouble, annoyance and delay for all parties concerned.

Columbus is centrally located, has many large trunk lines running direct to all parts of the country, insuring not only quick deliveries, but the freight rates are just as low as from any other point in the United States for the same distance. In a great

many catalogues, especially those published by the Chicago catalogue houses, the rates are quoted from Chicago. That is done for the benefit of their western customers, but in the description of their vehicles you will find that they are shipped from factories located at Cincinnati or elsewhere where they purchase goods, and of course, you have to pay freight from the point that the vehicle is shipped.

We explain this especially for the benefit of our western customers who might be misled into the belief that the freight would be less if they ordered from Chicago.

It is a common practice of retail dealers to say to their customers: "I buy my vehicles in carloads and the freight on each one is only a trifle, and if you buy one buggy from the manufacturer, the freight will be a large amount."

It is true that buggies can be shipped in carload lots cheaper than they can single, but the difference isn't anything like the retail dealer would like to make you believe it is. To illustrate this, we will take a shipping point where the variation between local and carload shipments is as great as in any section of the country. Take for instance, Charlotte, N. C. The rate to this point on a buggy per hundred pounds, crated in a 34-inch crate, is \$1.38. Figuring the weight at 500 lbs., it would be \$6.90. The carload rate is \$1.12 4/5 per hundred pounds. Not more than 20 vehicles could be crated in the car. This would make a total of \$112.80 for 20 buggies, or an average of \$5.64, so that you see the saving is just \$1.26 on each buggy when shipped in carload lots.

The difference to other points would be proportionate. This small saving that the dealer effects in freightage by ordering in carload lots is only a trifle compared to the great big profit that he makes in selling you a buggy.

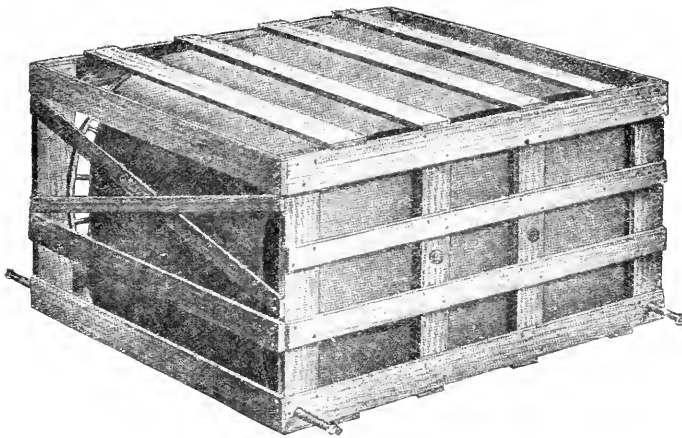
him make a notation on your freight receipt showing charges for freight, which he will give you, stating just what the damages are; send that receipt to us and we will straighten everything out immediately to your entire satisfaction.

Do not fail to have notations made on the freight receipt if there is any damage. The agent must make that notation. It is his duty, and he has instructions from his employers to do so.

In the table of freight rates you will see that we quote rates on vehicles in crates 34 inches high, also crates 54 inches high. About 75 per cent of our vehicles are crated in 34-inch crates. They go through safely this way and save our customers considerable freight expense. Where the distance is not great this does not cut a great deal of figure—for instance, to Ohio points and other states where the rate is low, we ship in 54-inch crates. For great distances, where the freight is high, we invariably crate buggies in 34-inch crates.

Surreys and phaetons must be crated in 54-inch crates. The matter of the size of crate in which your vehicle is to be shipped is something that it is best to leave to our judgment. We take every possible precaution to see that the vehicle reaches you in the perfect condition that it leaves our factory, and we crate it in the way that will mean the lowest relative freight expense.

The railroad companies long gave us credit for having the strongest and most secure crates of any carriage company.



Illustrating a 54-inch Crate.

We positively guarantee safe delivery of the shipment, relieving you of all responsibility of making any claims against the railroad company.

If the vehicle reaches your station in a damaged condition we guarantee to make it right by either supplying new parts or a complete new vehicle if necessary, and we hold the railroad company responsible. We can safely relieve you of all responsibility and of all risk, because of the fact that, due to our superior method of crating our goods, there is not one vehicle out of 500 that is even slightly damaged in shipping.

Before accepting the vehicle from the freight agent, examine it to see whether or not it has been damaged. You usually can tell by the condition of the crate, for if the paper covering is intact, the chances are that the job has not been damaged; but bear in mind that if the goods are damaged, we will hold the transportation company responsible.

If you find that they are damaged in any way so as to sustain a loss, before you take them from the agent, have

whose shipments they handled. In fact, our method of crating was recommended and adopted as being the most secure.

The illustration shows a 54-inch crate. We cover all of our vehicles with heavy paper to exclude the dust. The shafts and poles are well wrapped.

It requires no particular skill to set a vehicle up. The only tools required are a hammer and a wrench. You have but to knock the crate apart, raise the top and attach it, put on the wheels, and attach the shafts.

When a buggy is crated in a 34-inch crate the wheels are packed underneath the reaches. The seat is taken off and turned over the front end of the body. The dash and cushion are removed, and all the loose parts or accessories are tied in the bottom of the body. The top is crushed and fastened securely, being well protected from any damage in transit.

Before writing us that any little parts are missing, be sure to examine the shipment very carefully, as all little accessories are usually tied under the cushion.

	From Columbus Under 34 Inches	From Columbus Under 54 Inches
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ALABAMA—

Aniston	\$1.35	\$1.97
Akron	1.66	2.41
Birmingham	1.26	1.84
Carson	1.68	2.46
Calera	1.47	2.15
Cullman	1.43	2.09
Decatur	1.26	1.84
Fayetteville	1.53	2.24
Florence	1.26	1.83
Greenville	1.50	2.29
Gadsden	1.35	1.97
Montgomery	1.46	2.12
Mobile	1.10	1.65
Opelika	1.50	2.19
Staright	1.80	2.64
Sheffield	1.26	1.83
Tuscaloosa	1.55	2.27
York	1.46	2.13

ARIZONA—

Benson	4.80	4.80
Casa Grande	4.80	4.80
Mariopla	4.80	4.80
Phoenix	4.80	4.80
Tombstone	4.91	4.91
Tucson	4.80	4.80

ARKANSAS—

Arkadelphia	2.30	2.53
Brinkley	2.06	2.29
Cushman	1.89	2.12
Clarksville	2.30	2.53
Fayetteville	2.16	2.39
Forrest City	1.82	2.06
Hazen	2.19	2.42
Helena	1.10	1.65
Hope	2.45	2.69
Hoxie	1.69	1.93
Knobel	1.67	1.90
Little Rock	2.05	2.29
Malvern	2.29	2.53
Mena	2.55	2.55
Morrilton	2.21	2.44
Newport	1.85	2.08
Pine Bluff	2.05	2.29
Stuttgart	1.75	1.99
Van Buren	2.34	2.57

CALIFORNIA—

Berenda	5.13	5.13
Colton	5.01	5.01
Chico	4.86	4.86
Fresno	5.17	5.17
Los Angeles	4.50	4.50
Monterey	4.95	4.95
Merced	4.97	4.97
Marysville	4.50	4.50
Newman	4.92	4.92
Oakland	4.50	4.50
San Lucas	5.19	5.19
Santa Clara	4.50	4.50
San Francisco	4.50	4.50
Sacramento	4.50	4.50
Stockton	4.50	4.50
San Diego	4.50	4.50
Watsonville	4.50	4.50
Yuba City	4.58	4.58

COLORADO—

Burlington	3.06	3.29
Colorado Springs	3.46	3.69
Delhi	3.12	3.35
Denver	3.46	3.69
Ft. Morgan	3.12	3.35
Greeley	3.46	3.69
La Junta	3.12	3.35
Leadville	3.96	5.19
Pueblo	3.46	3.69
Trinidad	3.46	3.69

CONNECTICUT—

All points in this State with but few exceptions average, crated—		
Under 31	\$0.97	
Under 54	1.29	

DELAWARE—

All points in this State with but few exceptions average, crated—		
Under 31	\$0.86	
Under 54	1.15	

DISTRICT OF COLUMBIA

Washington	\$0.82	\$1.09
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FLORIDA—

Gainesville	1.80	2.64
Jacksonville	1.32	1.92
Key West	1.90	2.79
Pensacola	1.10	1.65
Tallahassee	1.84	2.70
Tampa	1.82	2.67

GEORGIA—

Americus	1.60	2.34
Augusta	1.40	2.04
Atlanta	1.35	1.97
Athens	1.40	2.04
Brunswick	1.32	1.92
Ballground	1.43	2.09
Columbus	1.50	2.20
Climax	1.83	2.69
Dalton	1.35	1.97
Greensboro	1.69	2.48
Macon	1.40	2.05
Rome	1.35	1.97
Savannah	1.32	1.93
Thomasville	1.80	2.64
Valdosta	1.80	2.64
Waltonsville	1.64	2.41
Waycross	1.72	2.52

IDAHO—

Boise	5.19	5.42
Idaho Falls	4.81	5.04
Pocatello	4.81	5.04

ILLINOIS—

Alton	.66	.88
Aurora	.66	.88
Belleville	.69	.90
Beardstown	.81	1.08
Bloomington	.69	.90
Carbondale	.69	.90
Centralia	.69	.90
Charleston	.66	.88
Champaign	.66	.88
Chicago	.60	.82
Cairo	.71	.94
Decatur	.66	.86
Danville	.60	.80
East St. Louis	.67	.90
Edgewood	.69	.90
Elgin	.66	.88
Forest City	.69	.90
Gilman	.66	.88
Joliet	.62	.82
Jacksonville	.69	.90
Kankakee	.63	.82
Lawrenceville	.63	.82
Litchfield	.69	.90
LaSalle	.66	.86
Pana	.69	.90
Peoria	.65	.86
Streator	.66	.86
Springfield	.67	.90
Vandalia	.67	.90

INDIANA—

Anderson	.45	.60
Bedford	.57	.77
Bloomington	.57	.77
Columbus	.50	.66
Crawfordsville	.56	.74
Delphi	.57	.77
Decatur	.48	.64
Evansville	.67	.89
Elkhart	.57	.77
Ft. Wayne	.48	.64
Indianapolis	.48	.64
Kokomo	.49	.66
Lawrenceburg	.48	.64
Logansport	.51	.66
Mitchell	.57	.77

INDIANA—Continued—

Marion	\$0.62	\$0.82
Muncie	.43	.55
Madison	.57	.74
New Albany	.58	.77
North Vernon	.54	.72
New Castle	.42	.57
Oxford	.57	.77
Richmond	.58	.80
Sullivan	.61	.82
Shelbyville	.48	.64
South Bend	.60	.80
Terre Haute	.60	.80
Vincennes	.61	.82
Valparaiso	.61	.82
Washington	.61	.82

IOWA—

Burlington	.88	1.18
Council Bluffs	1.59	1.82
Creston	1.50	1.73
Cedar Rapids	1.23	1.46
Clinton	.88	1.18
Cedar Falls	1.26	1.49
Diagonal	1.48	1.71
Des Moines	1.41	1.64
Davenport	.88	1.18
Dubuque	.88	1.18
Ft. Madison	1.22	1.42
Ft. Dodge	1.68	1.88
Jefferson	1.51	1.74
Mason City	1.42	1.65
Marshalltown	1.33	1.56
Muscatine	1.17	1.37
Mt. Pleasant	1.17	1.40
No. McGregor	1.23	1.46
Oelwein	1.23	1.46
Oskaloosa	1.26	1.49
Osceola	1.41	1.64
Ottumwa	1.17	1.40
Rock Rapids	1.59	1.82
Spencer	1.58	1.82
Sionx City	1.59	1.82
Seymour	1.32	1.55
Vinton	1.26	1.49
Webster City	1.44	1.67

KANSAS—

Atchison	1.59	1.82
Cherryvale	2.17	2.41
Colby	2.88	3.11
Council Grove	2.32	2.52
Downs	2.49	2.72
Dodge City	2.90	3.13
Eureka	2.25	2.48
El Dorado	2.37	2.60
Elwood	2.94	3.17
Ft. Scott	1.80	2.03
Geneseo	2.58	2.81
Hiawatha	1.59	1.82
Hutchinson	2.47	2.70
Independence	2.19	2.43
Jola	1.96	2.19
Junction City	2.34	2.57
Kiowa	2.64	2.87
Kansas City	1.59	1.82
Larned	2.71	2.94
Leavenworth	1.59	1.82
McPherson	2.47	2.70
Marysville	2.04	2.27
Oakley	2.88	3.11
Osage City	2.14	2.37
Ottawa	1.96	2.19
Pittsburg	1.80	2.03
Pratt	2.70	2.93
Salina	2.43	2.66
Smith Center	2.49	2.72
Topeka	2.02	2.25
Utica	2.79	3.02
Wichita	2.49	2.72
Waldo	2.56	2.79
Yuma	2.34	2.58

KENTUCKY—

Ashland	.41	.55
Centul City	.99	1.43
Cattlettsburg	.42	.55
Danville	.75	1.05
Falmouth	.61	.86
Frankfort	.76	.88

KENTUCKY—Continued—

Henderson	\$0.74	\$0.98
Lexington	.65	.92
London	.96	1.39
Lebanon	.93	1.30
Louisville	.59	.79
Maysville	.42	.57
Middlesboro	1.03	1.49
Owensboro	.74	.98
Paris	.65	.92
Paducah	.74	.98
Somerset	.89	1.26
West Point	.78	1.10

LOUISIANA—

Alexandria	2.48	2.48
Baton Rouge	1.10	1.65
Bonita	2.48	2.48
Delta Point	2.40	2.40
Iowa	2.75	2.75
Lafayette	2.30	2.30
New Orleans	1.10	1.65
New Iberia	2.54	2.54
Ponchatoula	1.76	2.57
Shreveport	2.43	2.48

MAINE—

Augusta	.98	1.30
Bangor	.98	1.30
Brunswick	.98	1.30
Milford	.98	1.30
Portland	.98	1.30

MARYLAND—

All points in this State with but few exceptions average, crated—		
Under 34	\$0.81	
Under 54	1.09	

MASSACHUSETTS—

All points in this State av- erage, crated—		
Under 34	\$0.97	
Under 54	1.29	

MICHIGAN—

Alpena	\$0.85	\$1.14
Bay City	.58	.77
Battle Creek	.60	.80
Detroit	.48	.63
Dowagiac	.60	.80
Durand	.57	.77
Flint	.57	.77
Grand Rapids	.61	.82
Jackson	.54	.71
Kalamazoo	.60	.80
Lansing	.57	.77
Muskegon	.61	.82
Manistee	.68	.86
Mackinaw City	.90	1.20
Niles	.60	.80
Petoskey	.90	1.20
Saginaw	.57	.77
Traverse City	.81	1.08
White Cloud	.66	.86
Woodbury	.61	.82

MINNESOTA—

Albert Lea	1.36	1.82
Aitkin	1.93	2.39
Benson	2.05	2.51
Brainerd	2.02	2.48
Duluth	1.36	1.82
Deer River	2.05	2.51
Fairmount	1.68	1.88
Hinckley	1.36	1.82
Mankato	1.44	1.89
Minneapolis	1.36	1.82
New Uln	1.60	1.80
Norwood	1.57	1.77
Pipestone	1.84	2.04
Paynesville	1.93	2.39
Robester	1.36	1.82
St. Peter	1.43	1.89
St. Paul	1.36	1.82
St. Cloud	1.87	2.33

	From Columbus Under 34 Inches.	From Columbus Under 54 Inches.		From Columbus Under 34 Inches.	From Columbus Under 54 Inches.		From Columbus Under 34 Inches.	From Columbus Under 54 Inches.
MINNESOTA—Continued—			NEW YORK—			OKLAHOMA—		
Sauk Center	\$2.00	\$2.46	Auburn	\$0.64	\$0.87	Atoka	\$2.61	\$2.61
Tracey	1.81	2.01	Albany .....	.83	1.10	Caddo	2.70	2.70
Winona	1.29	1.72	Buffalo .....	.57	.77	Claremore	2.40	2.40
Wadena	2.11	2.27	Batavia .....	.60	.81	Chouteau	2.40	2.40
MISSISSIPPI—			Bombay .....	.97	1.29	Eufaula	2.40	2.40
Biloxi	1.47	2.15	Binghamton .....	.64	.87	Muskogee	2.40	2.40
Columbus	1.60	2.34	Cohoes .....	.64	.87	McAlester	2.40	2.40
Corinth	1.42	2.07	Elmira .....	.64	.87	Pauls Valley	2.61	2.61
Greenwood	1.41	2.06	Fredonia .....	.57	.77	Sallisaw	2.40	2.40
Grenada	1.60	2.34	Gouverneur .....	.97	1.29	Sapulpa	2.40	2.40
Holly Springs	1.44	2.11	Jamestown .....	.57	.77	Wagoner	2.40	2.40
Jackson	1.43	2.09	Lockport .....	.60	.81	OREGON—		
Meridian	1.43	2.09	New York .....	.85	1.15	Glendale	5.92	5.92
Macon	1.60	2.34	Poughkeepsie .....	.85	1.15	Portland	4.50	4.50
Natchez	1.10	1.65	Rochester .....	.60	.81	Roseburg	5.58	5.58
Rosedale	1.70	2.49	Syracuse .....	.64	.87	Salem	4.88	4.88
Senatobia	1.44	2.11	Troy .....	.97	1.29	Umatilla	5.62	5.62
Vicksburg	1.10	1.65	Utica .....	.75	1.00	PENNSYLVANIA—		
West Point	1.60	2.35	Watertown .....	.85	1.15	Allegheny .....	.49	.66
Yazoo City	1.42	2.07	NORTH CAROLINA—			Altona .....	.81	1.09
MISSOURI—			Aberdeen	1.38	2.00	Buchanan .....	.83	1.11
Bucklin	1.35	1.58	Cedar Falls	1.38	2.00	Erie .....	.77	.77
Cuba	1.26	1.49	Charlotte	1.38	2.00	Foxburg .....	.49	.66
Carrollton	1.44	1.67	Concord	1.38	2.00	Greensburg .....	.49	.66
Chillicothe	1.38	1.61	Durham	1.31	1.90	Harrisburg .....	.81	1.09
Gallatin	1.59	1.82	Fayetteville	1.38	2.00	Indiana .....	.65	.86
Hannibal	1.16	1.41	Goldboro	1.31	1.90	Johnstown .....	.65	.86
Jefferson City	1.38	1.61	Greensboro	1.31	1.90	Lancaster .....	.49	.66
Kansas City	1.59	1.82	Halifax	1.30	1.88	McKeesport .....	.49	.66
Lebanon	1.54	1.77	Henderson	1.31	1.90	Kittanning .....	.57	.77
Liberty	1.59	1.82	New Berne	1.16	1.67	New Castle .....	.48	.63
Moberly	1.44	1.67	Raleigh	1.31	1.90	Pittsburg .....	.49	.66
Poplar Bluff	1.47	1.70	Roxboro	1.22	1.76	Philadelphia .....	.83	1.11
Pleasant Hill	1.59	1.82	Wilmington	1.20	1.73	Reading .....	.83	1.11
Princeton	1.59	1.82	Weldon	1.25	1.82	Seranton .....	.83	1.11
Plattsburg	1.59	1.82	NORTH DAKOTA—			Shamokin .....	.83	1.11
Rolla	1.33	1.56	Adrian	2.65	3.11	Titusville .....	.57	.77
Springfield	1.62	1.85	Bismarck	2.86	3.32	Uniontown .....	.57	.77
St. Louis .....	.69	.92	Fargo	2.37	2.83	Union City .....	.57	.77
Sedalia	1.50	1.73	Fessenden	2.84	3.30	Waynesboro .....	.81	1.09
St. Peters .....	.99	1.22	Grand Forks	2.37	2.83	Williamsport .....	.81	1.09
St. Joseph	1.57	1.82	Larimore	2.48	2.94	Wilkes-Barre .....	.83	1.11
MONTANA—			Leeds	2.89	3.35	RHODE ISLAND—		
Benton	4.39	4.85	St. Johns	3.01	3.47	All points in this State		
Columbia Falls	4.90	5.36	OHIO—			with but few exceptions		
Hodges	3.52	3.98	Athens .....	.30	.40	average		
Rosebud	3.92	4.38	Akron .....	.42	.55	SOUTH CAROLINA—		
NEBRASKA—			Alvordton .....	.54	.71	Abbeville	1.54	2.24
Beatrice	1.77	2.00	Ashtabula .....	.48	.63	Anderson	1.54	2.24
Falls City	1.59	1.82	Bellaire .....	.42	.56	Bascomville	1.50	2.18
Grand Island	2.35	2.58	Chillicothe .....	.21	.26	Columbia	1.42	2.06
Hastings	2.35	2.58	Caldwell .....	.39	.52	Charleston	1.32	1.94
Kearney	2.41	2.64	Cleveland .....	.42	.56	Cheraw	1.50	2.18
Lincoln	1.66	1.89	Conneaut .....	.56	.77	Camden	1.52	2.21
Nebraska City	1.59	1.82	Dayton .....	.27	.34	Florence	1.50	2.18
Norfolk	2.11	2.34	Findlay .....	.33	.44	Georgetown	1.48	2.15
Omaha	1.59	1.82	Gallipolis .....	.39	.52	Greenwood	1.54	2.24
Superior	2.35	2.58	Galion .....	.24	.31	Greenville	1.54	2.24
Scrubner	1.94	2.17	Hamilton .....	.37	.50	Sumter	1.52	2.22
NEVADA—			Ironton .....	.39	.52	Spartansburg	1.54	2.24
Mill City	4.80	4.80	Lancaster .....	.16	.22	SOUTH DAKOTA—		
Reno	4.80	4.80	Lima .....	.37	.50	Aberdeen	2.31	2.51
Ullin	4.56	4.56	Liverpool .....	.42	.55	Pierre	2.43	2.63
NEW HAMPSHIRE—			Marietta .....	.39	.52	Sioux Falls	1.63	1.86
All points in this State with			Mt. Gilead .....	.33	.46	Salem	2.19	2.39
but few exceptions average,			Mansfield .....	.36	.46	Watertown	1.92	2.12
crated—			Massillon .....	.42	.55	Yankton	1.96	2.19
Under 34	\$0.97		Middletown .....	.34	.46	TENNESSEE—		
Under 54	1.29		Newark .....	.12	.18	Bristol	1.00	1.33
NEW JERSEY—			Newcomerstown .....	.42	.55	Covington	1.38	2.00
All points in this State with			New Philadelphia .....	.36	.48	Clarksville .....	.91	1.30
but few exceptions average,			Portsmouth .....	.36	.48	Clattanooga	1.14	1.64
crated—			Piqua .....	.27	.34	Cumberland Gap	1.08	1.55
Under 34	\$0.85		Springfield .....	.18	.24	Clinton	1.22	1.76
Under 54	1.15		Steubenville .....	.43	.57	Dyersburg	1.33	1.92
NEW MEXICO—			Sidney .....	.36	.48	Dayton	1.14	1.64
Albuquerque	\$3.87	\$4.10	Sandusky .....	.36	.49	Harriman	1.14	1.64
Clayton	3.47	3.70	Troy .....	.25	.34	Jackson	1.28	1.81
Deming	3.82	3.82	Tiffin .....	.33	.42	TENNESSEE—Continued—		
Santa Fe	3.87	4.10	Toledo .....	.39	.52	Knoxville	\$1.14	\$1.64
			Uhrichsville .....	.36	.48	Lexington	1.32	1.91
			Van Wert .....	.48	.63	Memphis .....	.85	1.27
			Wilmington .....	.21	.28	Middleton	1.32	1.87
			Waverly .....	.27	.36	Murfreesboro	1.16	1.67
			Youngstown .....	.48	.63	Nashville .....	.90	1.29
						Paris	1.20	1.69
						TEXAS—		
						All points in this State with		
						but few exceptions average		
						average		
						UTAH—		
						Cisco	4.67	4.90
						Ogden	4.67	4.90
						Provo City	4.67	4.90
						Salt Lake City	4.67	4.90
						VERMONT—		
						All points in this State with		
						but few exceptions average		
						average		
						VIRGINIA—		
						Burkeville .....	.81	1.09
						Buena Vista .....	.81	1.09
						Charlottesville .....	.81	1.09
						Danville	1.12	1.58
						Doswell .....	.81	1.09
						Fredericksburg .....	.81	1.09
						Manchester .....	.81	1.09
						Norfolk .....	.81	1.09
						Orange .....	.81	1.09
						Pulaski City .....	.99	1.33
						Petersburg .....	.81	1.09
						Richmond .....	.81	1.09
						Roanoke .....	.81	1.09
						Suffolk .....	.81	1.09
						Staunton .....	.81	1.09
						Vinton .....	.81	1.09
						WASHINGTON—		
						Olympia	4.50	4.50
						Spokane	5.10	5.30
						Seattle	4.50	4.50
						WEST VIRGINIA—		
						Caperton .....	.81	1.09
						Clarksburg .....	.57	.77
						Charleston .....	.45	.60
						Grafton .....	.57	.76
						Harper's Ferry .....	.81	1.09
						Hinton .....	.81	1.09
						Kenova .....	.42	.56
						Littleton .....	.57	.76
						Parkersburg .....	.42	.56
						Tunnelton .....	.74	.98
						Wheeling .....	.42	.56
						WISCONSIN—		
						Ashland	1.37	1.82
						Eau Claire	1.37	1.82
						Fond du Lac	1.29	1.72
						Green Bay	1.29	1.72
						Janesville	1.29	1.72
						La Crosse	1.29	1.72
						Milwaukee .....	.64	.86
						Monroe	1.29	1.72
						Madison	1.29	1.72
						Marshland	1.29	1.72
						Marengo	1.37	1.82
						New Lisbon	1.29	1.72
						Oshkosh	1.29	1.72
						Plattsville	1.29	1.72
						Portage	1.29	1.72
						Prentice	1.37	1.82
						Sheboygan	1.14	1.34
						Waukesha	1.05	1.25
						WYOMING—		
						Bordeaux	3.80	4.03
						Cheyenne	3.46	3.69
						Guernsey	4.05	4.29

We build two grades of buggies, our Square Deal, which is our medium priced buggy and our Split Hickory Special, which is our high grade buggy. We use two different grades of wheels on these two different grades of buggies. Our best wheel—which is the very best that can be made—is used on our Split Hickory Special, and while we do not furnish quite as high grade wheel on our Square Deal Buggies as we do on our Split Hickory Specials, we furnish a wheel that we fully guarantee, and a wheel that will give the very best of satisfaction.

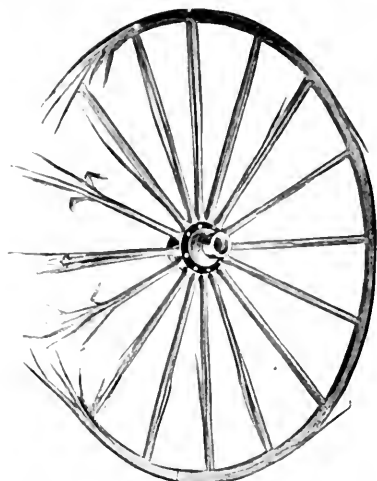
Wheels are the real foundation to a buggy or carriage. What a good foundation is to your house or barn a good set of wheels is to your buggy or carriage. The very first and really the most important thing necessary in the construction of a good wheel, is good material. No matter how good the workmanship, you cannot build a good wheel without good material to start with.

—After the most careful, scientific investigation made by the Forest Service of the United States government, it has been demonstrated by exhaustive tests of all kinds of wood that there is but one that is suitable for vehicle wheels, and that is hickory. Hickory timber is not always, as a matter of course, absolutely perfect. It takes judgment in the selection of timber that must be used, for an old and aged tree that has reached the point where it has commenced to decline is only fit for fire-wood, but it is the middle-aged and the second-growth trees that produce the kind of timber that makes the best wheels.

The growing scarcity of good hickory timber is a fact known to us all, and that makes it doubly hard for a carriage manufacturer to secure the kind of hickory timber necessary to make good wheels.

We, like other manufacturers of good vehicles, have had to provide for the future and have had to invest thousands and thousands of dollars in tracts of timber in order to secure the right kind of good hickory from which to make our wheels. We have been fortunate in this respect, and our wants are amply provided for, not only for this season, but for several years to come unless our business should grow beyond our expectations. By having a large quantity of the best hickory grown to select from, we are able to produce strictly first-class split hickory wheels, and we furnish even on our Square Deal Buggies a better wheel than is found on 75 per cent of the buggies made today that are sold at around \$75.00 to \$85.00.

—Next to the material comes the importance of good workmanship. After having selected stock of uniform quality and size, it is necessary to match it up, that is, spokes, rims and hubs must be matched and selected so as to be uniform in quality and size. To begin with, in the manufacture of wheels, the rims of all our wheels are bent with the growth of the wood running from side to side of the stick. Each growth of wood forms a natural layer, one being built upon the other, giving the rim the same, or in fact, even more strength than wood made from several pieces of wood glued together. In a spoke, nature furnishes the glue, which is better than artificial glue, and makes the different layers of wood much stronger than it



Good, thoroughly seasoned, tough split hickory, will not break off square. This illustration shows the quality of timber used.

would be possible to have them in a manufactured article. We, by our method, reinforce nature in strengthening the rims, by inserting a screw through the rim on each side of each spoke in order to sustain the wood from heavy and hard blows. When a rim of this kind is put on a wheel, it cannot split if the tires are kept reasonably tight.

We furnish screwed rim wheels on all of our Split Hickory Special Top Buggies, Split Hickory Special Runabouts and Split Hickory Special Surreys. In a Sarven patent wheel, which is the strongest wheel made, the spokes are put in the wheel in the most careful and scientific manner. This mitered shape in the hub forms a complete and perfect bridge around the hub. They are then riveted in by placing a rivet through the flange between every other spoke. These rivets act like a key-stone to an arch and they hold in the spokes so that they cannot come loose, provided they are properly protected by keeping the tire tight. In our Staggered spoke wheels, the spokes are first put through a machine that leaves the tenon of the spoke in the shape as shown in the illustration on this page, marked "Tenon No. 1." It is then taken to another machine and compressed to the shape shown by the illustration marked "Tenon No. 2." Immediately after being compressed the mitered end of the spoke is dipped into hot glue and then driven into the hub. The moisture of the glue causes the mitered end of the spoke to expand, forming a dove-tail on the inside of the hub as shown in the sectional view of hub on this page. This makes it impossible for the spokes to come loose in the hub.

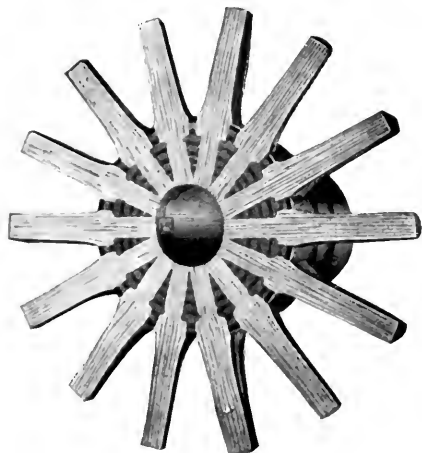
—The best wheel ever made will prove unsatisfactory unless it is properly tired. This is an important step in the making of a good wheel. To keep the dish uniform, to get the tires just tight enough and not too tight, is a delicate operation. Our tires are heated before they are put on the rims. The heat expands the tires. When they cool off they shrink, and by using the utmost care we are able to secure uniform results in the truing of our wheels. The holes for the tire bolts in all tires, are drilled. The cheap way and the quick way is to punch the holes, but we drill all holes and get better results this way. We use the best round edge steel tire that the mills can turn out for us. It is a Gantier steel, tough, pliable and will outwear anything that has ever been used in the way of tires on vehicle wheels.



Tenon No. 1 Before Compressing.



Tenon No. 2 After Compressing.



Sectional view of hub showing how tenons dove-tail on inside of hub.



Showing a piece of tire twisted cold and hammered cold.

BOXING WHEELS—Unless a wheel is properly boxed it will not run true, it will wobble and will not track. There are two ways of boring hubs of wheels and setting boxes. One way, which is mostly used and which we found unsatisfactory, is to center the hub and set the boxes exactly in the center of the hub to the fraction of an inch. The other way is to center the wheel, and that is the method we use. It is a little more trouble to do this and requires more careful workmanship, but it pays in the long run, for we avoid the usual complaint of wheels wobbling and not tracking. Another important thing is to set the boxes in the hubs so that they will stay where they are put. Our method is to coat each box with a heavy coating of white lead. This acts as a filler and a cement between the box and the hub, and holds it tight so that it cannot come loose at any time. These little points of unusual care make a good wheel, and while it costs a little more it is the cheapest method in the long run.

BOLTING TIRES—Between each spoke we drill a hole through the exact center of the rim, through which we put a tire bolt, with a washer; run the nut up tight and square it. We will not accept from our wheel room any wheels where the holes are not drilled through the center and where the nuts are not squared up, as it is simply an example of poor workmanship and that is something that we do not permit in our factory.

WHEEL GUARANTEE—The guarantee on our wheels is covered in our regular two-year guarantee given with each vehicle, but we go even further than that and we positively guarantee every spoke in every wheel and every rim to be strictly first-class, thoroughly seasoned split hickory, and if at any time during the life of the vehicle, whether in two years, five years or ten years, a wheel is broken and the material shows other than what we have represented it to be, namely, strictly first-class, thoroughly seasoned split hickory, we will stand the return of the wheel and guarantee to make it good by either repairing it absolutely free of charge or furnishing a new wheel in its place.

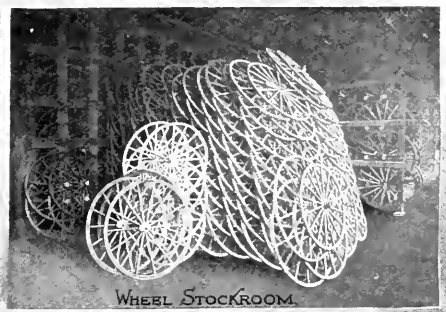
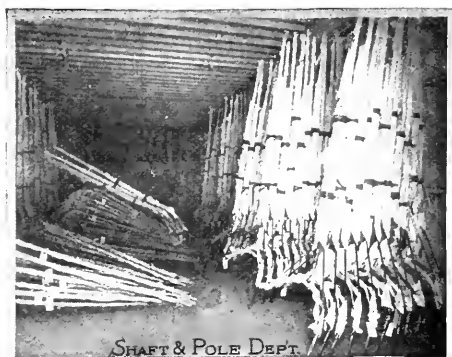
We further guarantee that the rims will not split, that the spokes will not come loose in the hubs, providing the tires are kept reasonably tight. We manufacture vehicles that are used in every civilized country of the world, where they are subjected to heavy, moist, salt air, to dry and hot air, in fact, every variety of temperature known, and to manufacture a wheel that will give satisfaction under all these conditions requires unusual care both in the selection of material and in the workmanship. Neither ourselves nor any one else could manufacture wheels suitable for certain sections. We, therefore, must make wheels that will give satisfaction under any and all conditions, no matter how or where they are used.



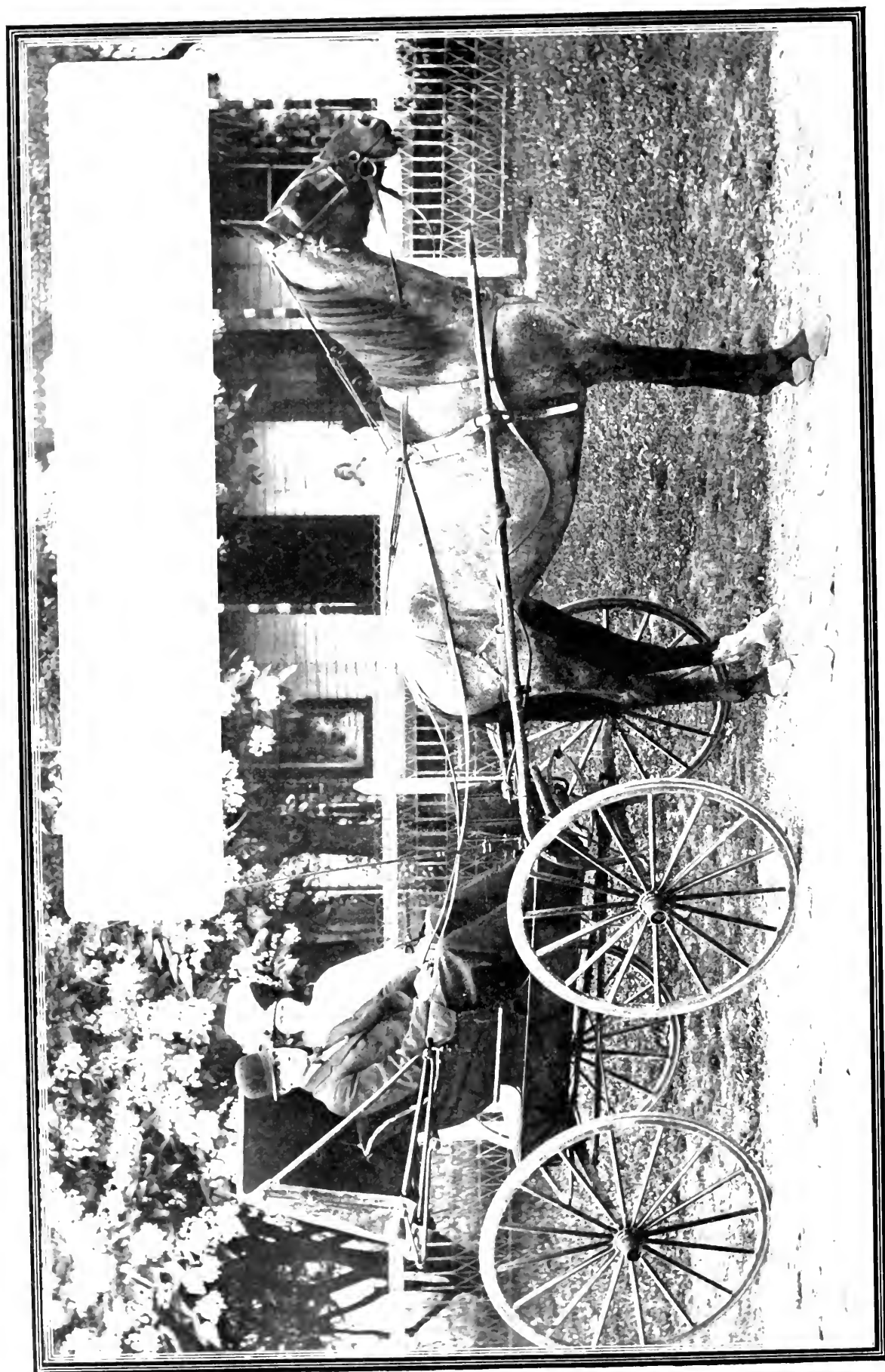
Axle boxes are coated with white lead before they are set in hub.

CARE OF WHEELS—In order to get the best service out of your wheels, it is necessary for you to co-operate with us by giving reasonable care and attention to your wheels. One of the absolutely necessary things for you to bear in mind at all times, is to keep the tires tight. We are frequently asked by a customer how often should one have the tires reset on wheels. There is only one answer to this question, and that is, whenever they need it. Simply because tires come loose in time is no indication whatever that the wheels are not strictly first-class. Any practical wheel maker will tell you that this is an absolute fact. You can reason it out for yourself. When you get your new buggy the tires on the wheels have been put on in the most careful and workmanlike manner. The tires were set hot, as we stated above, and were shrunken to the rim just as tight as they should be to insure proper service.

Now, the nature of the material of which wheels are made and the nature of the steel are opposite to each other, and that cannot be changed. It is the nature of wood to shrink in hot, dry weather. It is the nature of steel to expand and grow larger in hot and dry weather, naturally this is the cause more or less of tires coming loose. Now, cold, wet, and damp weather has a directly opposite effect. The wood expands and the steel contracts. You must bear in mind that it doesn't take very much expansion or very much contraction to draw the rims away from the tires, if they are both working in opposite directions. Just a slight shrinkage or expansion will cause the tires to become loose. Do not condemn your wheels because the tires came loose. Now, we have thousands of letters in our files from customers who say that they have never had to pay out a penny for resetting tires on our wheels after using their vehicles for years, but this is something that we cannot guarantee. Neither can any other manufacturer, and if any salesman, retail dealer, or any one else tells you that a carriage manufacturer will guarantee that the tires will always stay tight, and never have to be reset, he is telling you something that is not so. We could save from \$2.00 to \$3.00 easily on each set of wheels we put on our buggies, and thereby reduce the price that much, but realizing the importance of good wheels we know that you or any other buggy user would rather pay \$2.00 or \$3.00 more and get the very best wheels that can be made, and that is what we give you on Split Hickory Vehicles.



A photographic view of a corner of our wheel stock room, shaft and pole department.





Too many in-between people living on what one man sells and one man buys.

That all belongs to the old order, before quick transportation, before telephones and telegrams; before people let Uncle Sam's Mail Bags work for them. The manufacturer was a long way off in those days. He was like a big magnate carefully guarded. **You** had to go to the dealer. The dealer went to the jobber—the jobber went to the manufacturer's **salesmen**.

A whole procession of people fed on one article.

That's all changed. We're close together these days whether you live a hundred or a thousand miles off. I'm always right here, on the job, watching every buggy made.

No need of your approaching me through four or five other men. If you write, I personally read your letter within 12 to 48 hours of your sending it. Nobody stands between you and my **entire** factory output, **more buggies** than you would find in **25 dealers' stores**.

I'm never going to make more buggies than I can give my personal individual attention. While my business gets bigger every year—old customers come back for new buggies—new customers, friends of the old, keep coming—still I seem to grow with the business. I keep right on testing, examining, directing, putting in new ideas, improving styles—making every individual buggy represent my highest conception of what the best buggy on earth ought to be.

If you should walk up to my factory door and say, "Phelps, bring out here the best buggy you ever made," I wouldn't have to go into my factory and look carefully over all the buggies I had finished. I would simply bring out the buggy standing nearest the door and point to it. **Every** buggy I make stands for my **best** work, my **best** materials, my **best** experience, and you may depend on it, my **best** is second to none.

The very fact that my Factory Prices are bringing more customers every year shows the **satisfaction** people take in buying **right**.

No matter how good the article is that you buy, if you feel that you paid too much for it, you don't take the same keen pleasure in using it.

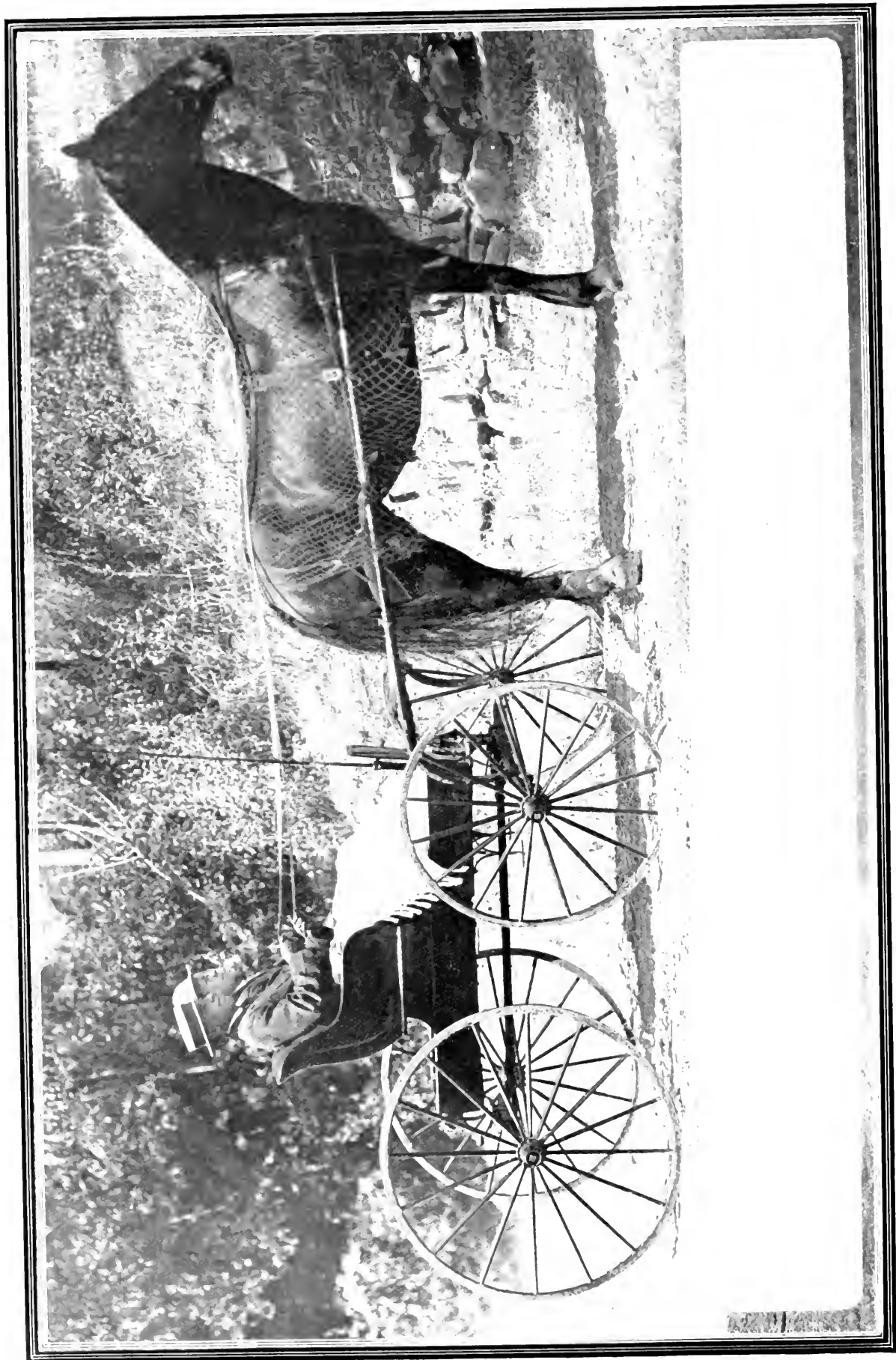
You always feel as if the "Other Fellow" got the best of you. You never forget it.

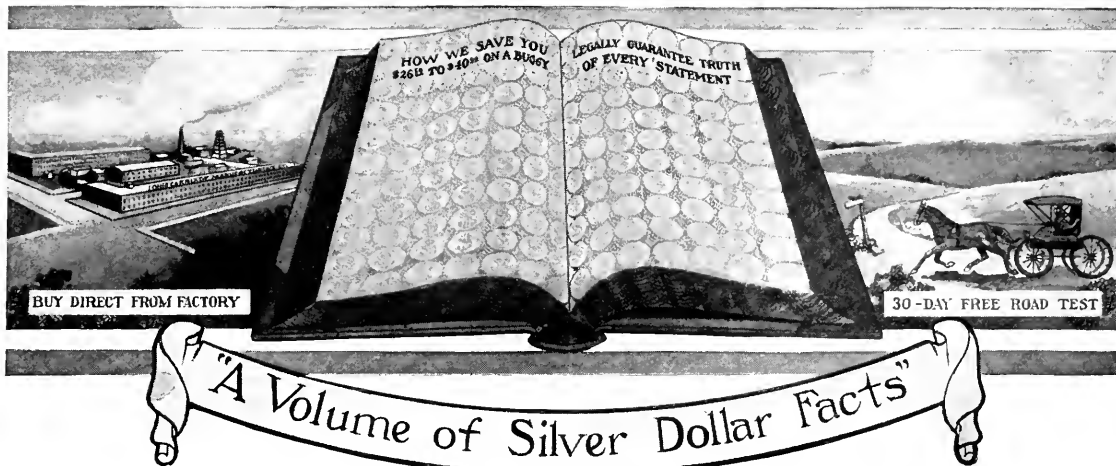
My customers have never had that feeling and they don't have to take my word for the saving my Factory Price makes them. They **see** it, **feel** it, **prove** it for themselves.

It's not a trifling saving. Not a "guess-so" saving. It's a genuine, big, stare-you-in-the-face hard cash saving. It's \$25.00 to \$40.00, according to the size and style buggy you buy.

That's too big a difference for any man to pass up without investigating. And every man who wants to buy a buggy can prove any one of "PHELPS' MILE OF BUGGIES" free for 30 days.

**Over 125,000 People
Have \$25 to \$40 More
Cash in Their Pockets
To-Day Because They
Are Driving in
Split Hickory
Vehicles**





Can you wonder when you look at this 1912 catalogue, this magnificent selection of different styles, that 150,000 people insist on having PHELPS make their buggies? Insist on buying at factory prices. Insist on the opportunity of my **30 Day Free Road Test**.

Now, there is one great big advantage about my buggies above the other buggies that are offered you, and I want to make this difference very clear to you. It's the difference between my vehicles and harness and the vehicles and harness sold by the Many Department Mail Order Houses.

Remember, when you buy Split Hickory Vehicles you buy direct of the factory at factory prices. When you buy of the Mail Order House you buy of a great central dealer who in turn buys of the factory and adds a profit to the factory price. Remember, when you buy **SPLIT HICKORY VEHICLES** you buy of the manufacturer who makes nothing else but buggies and harness. His whole reputation is at stake on those articles. The big Mail Order House handles thousands of articles. They may sell at lower prices than your home dealer, but **never at factory prices**. For they have to buy of the factory, pay the factory a profit and make a profit themselves.

The buggy department of the Mail Order House is only one branch of the whole business. When you buy Split Hickory Vehicles you deal

personally with the maker. I stake my reputation on every buggy I sell. Every buggy is just one link in my chain of Success. My business is only as strong as the weakest link. I can't afford a single dissatisfied customer.

That's the reason I don't sell a single buggy except on my 30 Day Free Road Test. That test is **my guarantee** as well as yours.

Read My Binding Guarantee on Page 14.

The manufacturer who sells to the Mail Order House has no reputation at stake. His **name**

does **not** appear on the buggy or harness. No customer knows him. He can cheapen in a score of inside ways. It doesn't show on the surface always. It doesn't always show the first year. But it **does** show in the life of the buggy. When you buy **my** buggies I stand personally responsible—

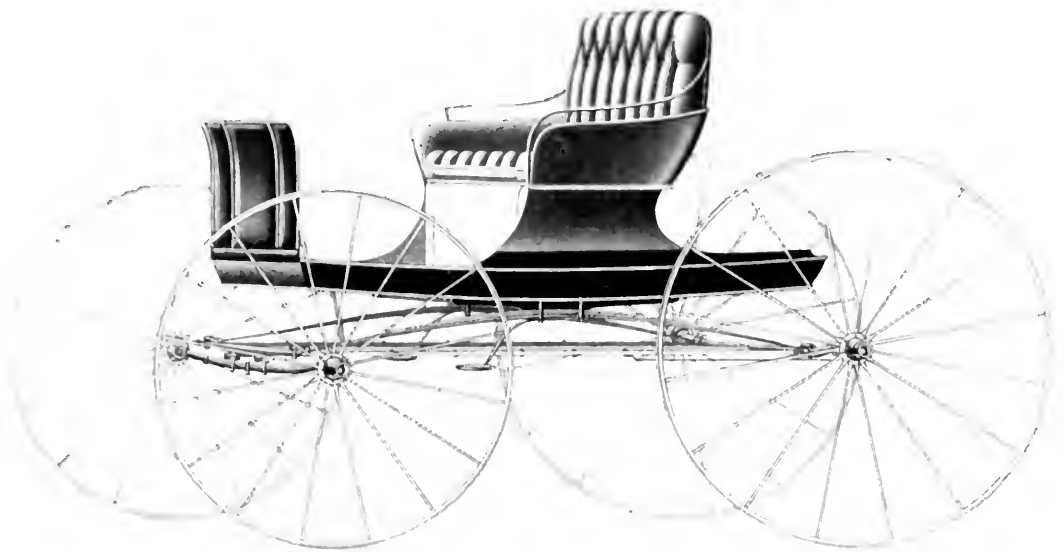
I will not skimp in any way, shape or form on any material that goes into my buggies and harness in order to "beat" somebody else's prices. I don't have to "beat" prices, for my

factory prices are already naturally below the dealer's price or the prices of the Mail Order House for the same quality.

There is the big point—**same quality**. Do not let **appearances** mislead you.

Five Million Dollars Is A Tremendous Item

The interest alone for one year on that saving is three hundred thousand dollars. And that is the saving only on the **SPLIT HICKORY VEHICLES** in use today. Eleven years I've been selling direct **to the people at factory prices**.



No. 1230 Split Hickory Concord Wagon

PRICED WITH SHAFTS AND STEEL TIRES

Throughout the Eastern and New England States, where this type of wagon is most popular, the equal of this wagon retails for not less than \$25 to \$40 above our price. We enjoy an immense trade on it and have never yet failed to thoroughly satisfy every purchaser. We make it in a proportion that assures plenty of leg room and seat room. The springs are especially easy riding and comfortable, and made of the highest grade of steel to stand hard service. It is constructed with our best wheels, axles, shafts, etc.—in fact in our very best Split Hickory Grade throughout.

BODY—28 inches wide, 58 inches long. Best air-dried poplar panels, and solid riser. Hardwood bottom boards. Ash and oak frames and posts. A very strong, but light body. Seat made wide and roomy with springs in cushion and back. Heavy iron arm rails.

WHEELS—Sawen patent, 7½-inch, 40 and 44 inches high, second growth split hickory, ¾-inch wheels or wheels 12 and 46 inches high, if preferred. 1-inch wheels, 50 cents extra. Staggered spoke wheels, \$1.00 extra.

GEAR—Triple reach, full ironed and extra well braced, made very strong and substantial. Heavy unbreakable rear circle fifth-wheel.

SPRINGS—Genuine Concord pattern, made of best steel, very strong and easy riding, with equalizers front and rear.

AXLES—15/16-inch, Sheldon famous 2,000-mile, high collar, long distance, dust-proof pattern. Split hickory axle caps cemented and full wrought iron clips.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

UPHOLSTERING—Dark green, heavy, wool broadcloth. Seat sides lined and padded. Fine quality leather upholstery, instead of cloth, \$2.50 extra.

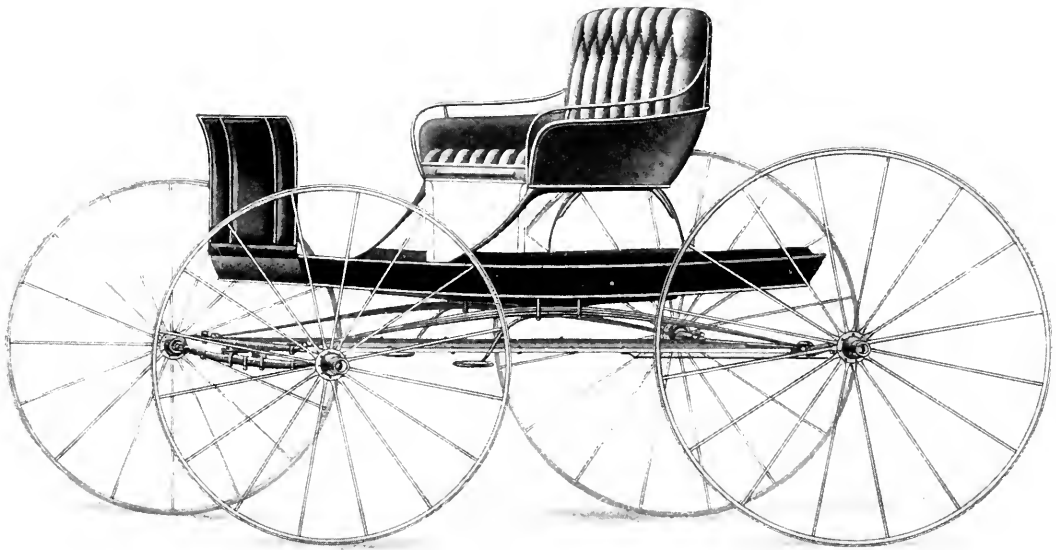
PAINTING—Body ivory black, neatly striped around mouldings; gear, dark Brewster green with neat, fine line striping. Can furnish yellow, red or black gear, appropriately striped if desired. Painting is our oil and lead system. Both body and gear extra well finished.

SHAFTS—Our famous Twentieth Century pattern strictly second growth split hickory, with Twentieth Century irons and braces. Long shaft leathers. Pole instead of shafts, \$3.25. Pole in addition to shaft, \$5.25.

FIXTURES—High curved, patent leather dash, full length, velvet carpet, quick shifting shaft couplings, storm apron, axle wrench.

CHANGES—Furnished with 3 or 4 bow leather quarter top, \$11.00 extra. Full rubber top, \$10.00 extra. Rubber mat instead of carpet, no extra.

WEIGHT—Net 350 pounds. When packed for shipment, approximately, 475 pounds.



No. 1231 Split Hickory Concord Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This wagon is identically the same as No. 1230 on the opposite page except it is built with open seat risers, which are preferred by some. These risers are just as strong as the solid style, being made of wrought iron. We are especially anxious to submit this wagon on our liberal 30 days' free trial plan to those who have been accustomed to paying practically twice our price in buying from dealers. Just how very low our price is cannot be fully appreciated until you have examined the material and workmanship, and given it a road test. Let us ship you one at our risk, gotten up in finish, etc., to suit your ideas.

BODY—28 inches wide, 58 inches long. Best air-dried poplar panels. Hardwood floor boards. Ash and oak frames and posts. Heavy wrought iron risers. A very strong, but light body. Seat made wide and roomy with springs in cushion and back. Heavy iron arm rails.

WHEELS—Sarven patent, $7\frac{1}{2}$ -inch, 40 and 44 inches high, second growth split hickory, $\frac{3}{4}$ -inch wheels or wheels 42 and 46 inches high, if preferred. 1-inch wheels, 50 cents extra. Staggered spoke wheels, \$1.00 extra.

GEAR—Triple reach, full ironed and extra well braced, made very strong and substantial. Heavy unbreakable rear circle fifth-wheel.

SPRINGS—Genuine Concord pattern, made of best steel, very strong and easy riding, with equalizers front and rear.

AXLES—15/16-inch, Sheldon famous 2,000-mile, high collar, long distance, dust-proof pattern. Split hickory axle caps cemented and full wrought iron clips.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

UPHOLSTERING—Dark green, heavy, wool broadcloth. Seat sides lined and padded. Fine quality leather upholstery, instead of cloth, \$2.50 extra.

PAINTING—Body ivory black, neatly striped around mouldings; gear, dark Brewster green with neat, fine line striping. Can furnish yellow, red or black gear, appropriately striped if desired. Painting is our oil and lead system. Both body and gear extra well finished.

SHAFTS—Our famous Twentieth Century pattern strictly second growth split hickory, with Twentieth Century irons and braces. Long shaft leathers. Pole instead of shafts, \$3.25. Pole in addition to shaft, \$5.25.

FIXTURES—High curved, patent leather dash, full length, velvet carpet, quick shifting shaft couplings, storm apron, axle wrench.

CHANGES—Furnished with 3 or 4 bow leather quarter top, \$11.00 extra. Full rubber top, \$10.00 extra. Rubber mat instead of carpet, no extra.

WEIGHT—Net 350 pounds. When packed for shipment, approximately 475 pounds.

See Illustrations of Our Complete Line of Split Hickory Special Runabouts on Pages 33, 34, 35, 36, 37, 38, 39 and 40

All Built on Our Famous Wrought Iron Gear

Wrought Iron Gear.
Second Growth Split Hickory Wheels (see pages 24 and 25).
Screws in Rims.
2,000-Mile High Collar Dust Proof Axles.
Axle Caps Cemented.
French Point Easy Riding Springs.
All Poplar Body.
Hardwood Floor.
Heavy Ash Sills 2-in. x 2-in.
Coach Felloe Plates on Wheels.
Tires Set Hot by Hand.
Oil and Lead Paint.
Our Best Finish on Gear and Body.
Right Proportion.

Axle Boxes Heavily Coated with White Lead—
Cannot Work Loose.
Best Split Hickory Shafts with Twentieth Century Irons and Braces.
36-inch Point Leathers on Shafts. Spot Leathers All Around.
Padded Patent Leather Dash 13 Inches High.
Bradley Quick Shifters.
Padded Board Boot.
Roller Rub Irons.
Three-Prong Wrought Iron Steps.
Plaid Back Gossamer Rain Apron.
Full Length Fine Quality Carpet.
All Materials Carefully Selected and Fully Tested.
Easy Riding and Light Running.

Our line of Split Hickory Special Runabouts beginning on page 33 and ending with page 40 is a most complete one, with all the latest improvements and special up-to-date features. A large variety of stick seats, panel seats and automobile seats—a careful and complete selection of colors in painting and upholstering. You have a choice of high or low wheels—light, medium or heavy wheels. Medium arch, high arch, bike or dropped axles. In fact, no matter what your requirements are in a runabout, you are almost sure to find one in our line that will suit you in every way. We can readily make changes on any runabout and are always glad to do so.

Our Split Hickory Special Runabouts are built of the same high grade material and high class workmanship as our famous Split Hickory Special Top Buggy illustrated and described on the large folder between pages 76 and 77, and that means there are none better regardless of price.

BODY—Piano box style, 24 inches wide, 56 inches long. Hardwood bottom. Heavy ash sills with water shed. Can furnish body 20 or 22 inches wide with any style seat, except auto seats, without extra charge. Auto seats not furnished on 20-inch bodies. 26-inch body furnished instead of 24, \$2.00 extra. Cutunder style body instead of regular in 22 or 24-inch width, \$6.00 extra.

WHEELS—Our best split hickory quality. Sarven patent, 34-inch, 40 and 44 inches high is regular where regular arched axles are used, and where high arched axles are used wheels are 38 and 42 inches high. Can furnish 36 and 40 inch wheels or 42 and 46-inch wheels if desired. Can also furnish 74-inch wheels instead of 74-inch, no extra charge. 1 inch wheels, 50 cents extra. Staggered spoke wheels, \$1.00 extra. Warner patent wheels, \$1.00 extra.

GEAR—Our famous wrought iron double reach gear, made light in appearance, extra strong and well braced. Axle beds cemented solid to steel axles. Reaches ironed on bottom and well braced.

AXLES—2,000-mile, high collar, dust-proof steel axles, 15/16-inch, arched 2 or 4 1/2 inches as desired. 2 inch arch is regular on most styles. Where 4 1/2-inch arch is wanted instead of 2-inch, the extra charge is \$2.50, and the same amount is allowed on any style runabout where 2-inch arch is wanted instead of high arch.

TRACK—4 feet 4 inches, 4 feet 8 inches or 5 feet 2 inches as desired. Special width of track other than the above, \$1.00 extra. For instructions how to order correct width of track, see page 12.

SPRINGS—Elliptic style 3-plate front, 4-plate rear, with French points, round nuts in heads, tempered in oil, carefully graded and tested. Springs are 36 inches long, very easy riding.

CUSHION AND BACK—Upholstered regularly in drab-colored whipcord or dark green, blue or brown all wool broadcloth. Genuine leather upholstering can be furnished

in place of above on stick seats, panel seats, or half stick and panel seats at an extra charge of \$2.00, and on automobile seats, \$3.00 extra.

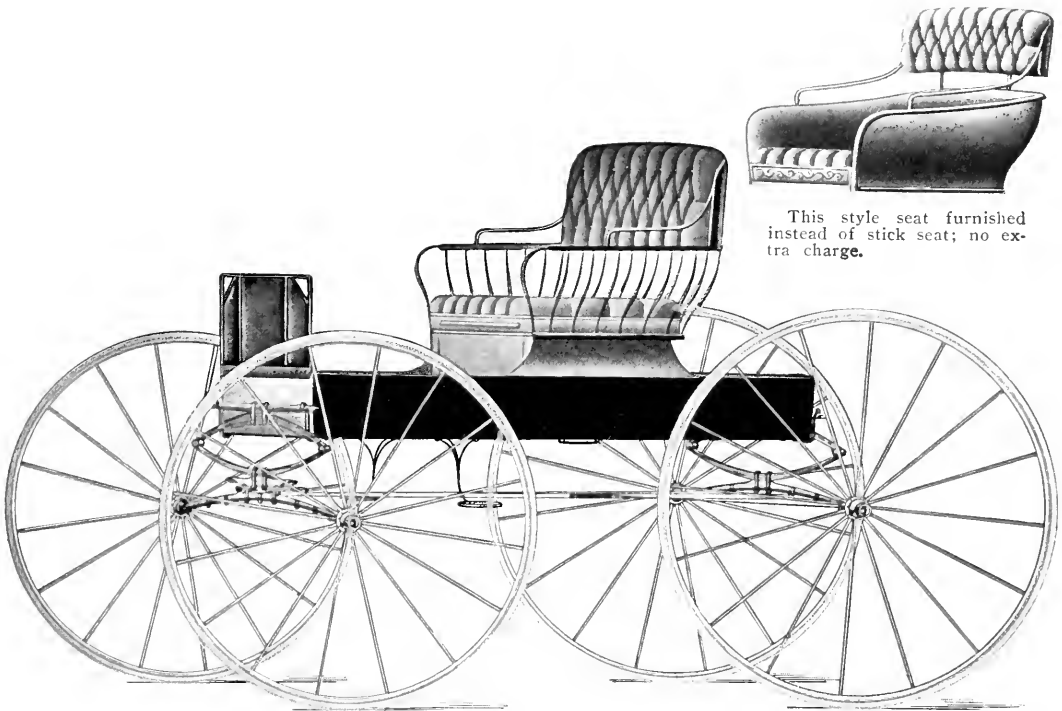
PAINTING—Oil and lead system on both gear and body. We describe under each illustration how that particular style is regularly painted. This can be changed, however, to any combination of colors wanted. We paint gears blue, black, light red, dark red, brown or yellow without any change in price. Painting is very substantial and put on in the best workmanlike manner. Both gear and body are finely finished. Gear is neatly striped. On sunken panel automobile seats, panels in seat can be painted to match gears or any other color desired.

SHAFTS—Split Hickory Special, strictly second-growth hickory shafts, with Twentieth Century irons and braces. Shafts are trimmed with 36-inch leathers on points, bound spot leathers all around. Pole furnished in place of shafts, \$3.25 extra. Pole in addition to shafts, \$5.25 extra.

FIXTURES—Where straight or curved dashes are shown they are 13 inches high, padded patent leather. Where wing dashes are shown, they are 15 inches high, padded patent leather. Heavy plaid back full size storm apron. Roller rub irons. Bradley quick-shifting shaft couplings. Three-prong steps. Padded board boot. Full length extra good quality carpet. Axle wrench and everything complete.

CHANGES—Can furnish any auto seat ironed for top at an extra cost of \$1.00. The seat will be ironed for our patent quick-shifting top attachment, which is neat, showing no unsightly irons, so that a top can be ordered at any time and put on in a very few minutes. Where straight dash is regular, large padded wing dash if wanted, can be furnished for \$2.50 extra. Fenders on sides of seat, \$3.00 extra. Rubber tires, both solid and cushion, quoted on page 18.

WEIGHT—Auto seat runabouts, approximately 500 lbs. when crated for shipment. Other style seat runabouts, 475 lbs.



This style seat furnished instead of stick seat; no extra charge.

No. 1233 Split Hickory Special Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on page 32.

For a great many years our No. 1233 Split Hickory Special Runabout has been one of our most popular style vehicles. It is a nicely proportioned, light running vehicle, light in appearance but very strong and durable throughout—is fully guaranteed in every way and is built regularly with our famous Wrought Iron Gear.

BODY—24 inches wide, 56 inches long. See opposite page for option and changes.

WHEELS—34-inch Sarven patent, 40 and 44 inches high, split hickory special quality, the best wheel that can be produced. See opposite page for changes.

GEAR—Double reach, well ironed and braced. See opposite page for any changes desired.

SPRINGS—Three and four plate, elliptic style, very easy riding. See opposite page for changes.

AXLES—15/16-inch, 2,000 mile, arched. See opposite page for changes.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in heavy, fine quality whipcord. Springs in cushion, no springs in back. See opposite page for changes in upholstery.

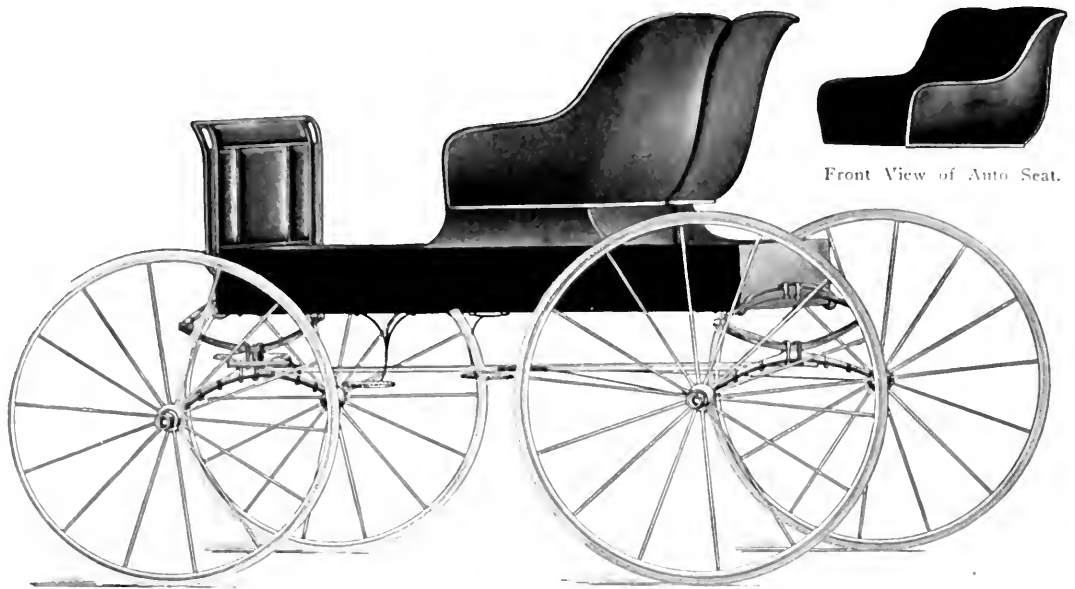
PAINTING—Gear, very handsome shade of red, nicely striped. Body and seat, plain black. See opposite page for changes in painting.

SHAFTS—Split hickory special quality double braced and full leather trimmed. See opposite page for changes.

FIXTURES—See opposite page for full description of fixtures and for any changes wanted.

CHANGES AND EXTRAS—See opposite page for any changes or any special features in the way of extras, that you might want.

WEIGHT—When packed for shipment, approximately 475 lbs.



No. 1233 A Split Hickory Special Auto Seat Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on page 32.

This is one of our popular Automobile Seat Runabouts, built exactly the same as No. 1233 on page 33, except it has high arched axles instead of regular arch and our style A-7 Twin Automobile Seat. It is nicely upholstered, extra well finished and makes a very handsome and attractive job. It is regularly furnished with wing dash. We are prepared, however, to make changes that may be desired in the way of different color of painting and upholstery. Can also furnish this runabout with regular arch axles instead of high arch and with plain straight dash instead of wing dash. We make an allowance of \$2.50 where straight dash is wanted instead of wing dash, and \$2.50 where regular arch axles are wanted instead of high arch. If desired, we can, for \$1.00 extra, iron seat for top so that top can be ordered at a later date if wanted.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, please refer to page 32.

WHEELS—1½-inch Sarven patent, 38-42 inches high. Our regular split hickory quality, the best wheel ever put on a wagon of this kind by any manufacturer. For further description of wheels and any changes desired, please refer to page 32.

GEAR—Same in every way as No. 1233, except axles are arched 4½ inches instead of 2 inches. For further description of gear and any changes wanted, please refer to page 32.

SPRINGS—Three and four plate, elliptic style. For further description of springs and any changes desired, please refer to page 32.

AXLES—15/16-inch, 2,000 mile, arched 4½ inches. For further description of axles and any changes wanted, please refer to page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in extra fine quality heavy all wool blue broadcloth. For further description of upholstery and any changes, see page 32.

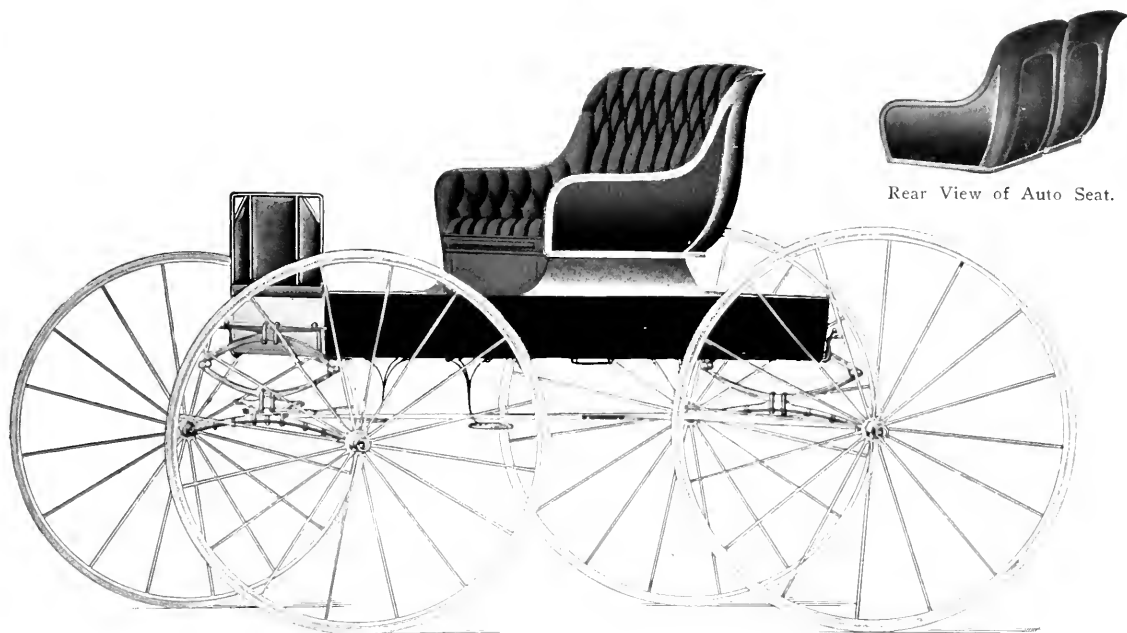
PAINTING—Gear, wheels and shafts, handsome shade of red, neatly striped. Body and seat, plain ivory black. For description of painting, see page 32.

SHAFTS—Regular split hickory special quality, double braced and full leather trimmed with 36-inch leathers on points. For further description of shafts and any changes wanted, please refer to page 32.

FIXTURES—Same as No. 1233. For further description of fixtures and any changes desired, please refer to page 32.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



Rear View of Auto Seat.

No. 1233 B Split Hickory Special Auto Seat Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on page 32.

This is our Wrought Iron, Split Hickory Special Runabout, with Sunken Panel Automobile Seat, built exactly the same in every way as No. 1233 on page 33, which is fully described on page 32, except that this runabout is furnished regularly with our style A-11 Sunken Panel Automobile seat. It makes a very handsome and attractive runabout, is extra well painted, nicely upholstered and properly proportioned in every way. We can, of course, where desired, make any changes in the painting, upholstery and general finish. These changes are all carefully and fully listed on page 32. Where wanted, and for \$1.00 additional to the above price, we will furnish seat ironed for top so that top can be ordered later on if desired.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, please refer to page 32.

WHEELS—34-inch, Sarven patent, 40 and 44 inches high, regular split hickory special quality, the best wheel that can be furnished. For further description of wheels and any changes wanted, please refer to page 32.

GEAR—Same in every way as No. 1233. For full description of gear and any changes desired, see page 32.

SPRINGS—Three and four plate, elliptic style. For further description of springs and any changes wanted, please refer to page 32.

AXLES—15/16-inch, 2,000 mile, with 2-inch arch. For further description of axles and any changes wanted, please refer to page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in dark green, heavy all wool broadcloth. For further description of upholstery and any changes desired, please refer to page 32.

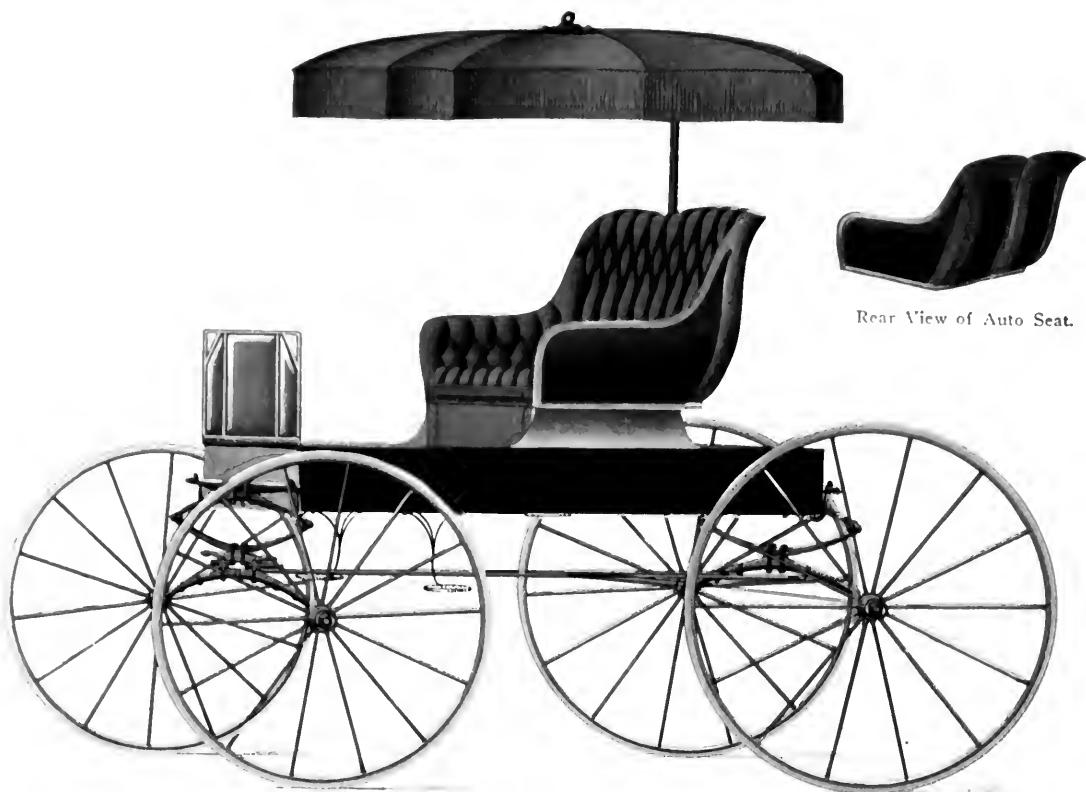
PAINTING—Gear, wheels and shafts, a medium shade of red, handsomely striped. Body and seat, black with sunken panel part of seat on sides, and in the rear painted dark green. For further description of painting and any changes desired, see page 32.

SHAFTS—Regular split hickory special quality, double braced and full leather trimmed with 36-inch leathers on points. For further description of shafts and any changes wanted, please see page 32.

FIXTURES—Same as No. 1233. For further description of fixtures and any changes desired, see page 32.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



Rear View of Auto Seat.

No. 1233 C Split Hickory Special Auto Seat Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on page 32.

We show in our No. 1233 C our regular Wrought Iron, Split Hickory Special Runabout with high arched axles—our new style A-11 Sunken Panel Automobile Seat and Sunshade Canopy top. This makes a very handsome runabout. The top can be removed very quickly if desired without leaving any unsightly irons. As regularly furnished gear and wheels are painted brown with brown upholstering in cushion and back. Canopy top is furnished in brown to match upholstering. This combination of colors can be changed, and we can furnish light or dark red, green, black, yellow or any other color of painting on gear, and can change the upholstering in seat and back to green, or blue broadcloth instead of brown. No. 1233 C is built exactly the same as No. 1233 on page 33, which is fully and carefully described on page 32. Please read this description carefully.

BODY—24 inches wide, 56 inches long. For description of body and changes desired, please refer to page 32.

WHEELS—34-inch Sarven patent, 38 and 42 inches high. Our regular split hickory special quality, the best wheel that can be produced. For further description of wheels and for any changes wanted, please refer to page 32.

GEAR—Same as No. 1233 in every way except axles are arched $4\frac{1}{2}$ inches instead of 2 inches. For description of gear and changes wanted, refer to page 32.

SPRINGS—Elliptic style, three and four plate. For further description of springs, and for any changes desired, please refer to page 32.

AXLES—15 $\frac{1}{16}$ -inch, 2,000 mile, arched $4\frac{1}{2}$ inches. For further description of axles, and any changes wanted, please refer to page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in dark brown, heavy all wool broadcloth. For further description of upholstering and any changes desired, see page 32.

SUNSHADE TOP—This is a very handsome top, with good long wool fringe, and is made waterproof and lined with wool lining.

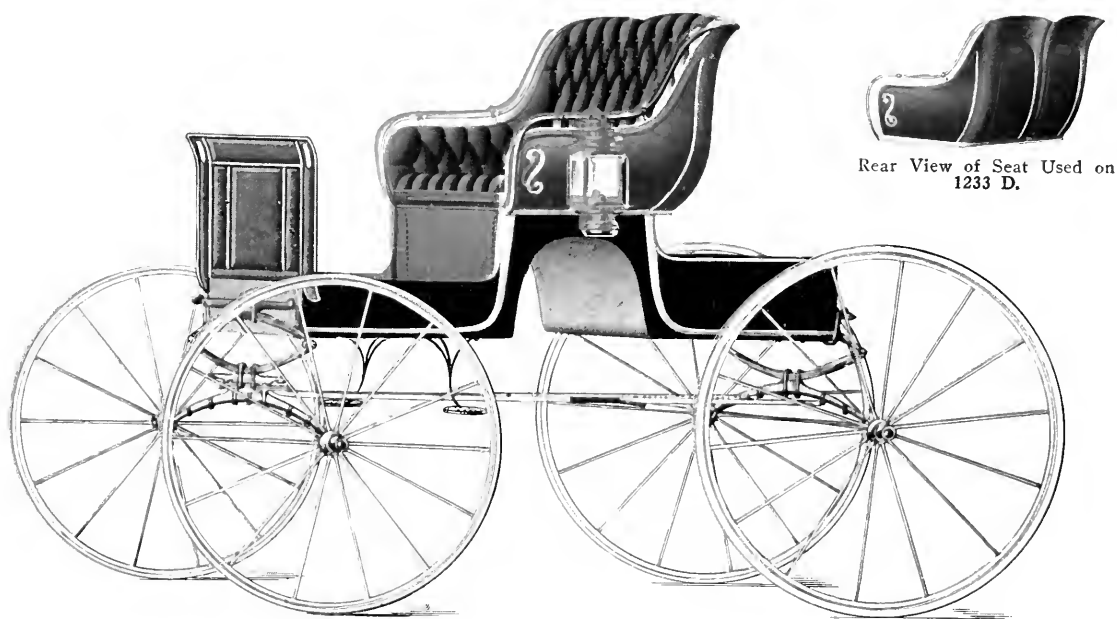
PAINTING—Gear painted a handsome shade of brown, nicely striped. Body and seat, plain black, except seat panels are painted brown to match gear. For description of painting and changes desired, refer to page 32.

SHAFTS—Regular split hickory, special quality, double braced and full leather trimmed with 36-inch leathers on points. For description of shafts, see page 32.

FIXTURES—Same as No. 1233. For further description of fixtures and any changes desired, see page 32.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



Rear View of Seat Used on
1233 D.

No. 1233 D Split Hickory Special Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on page 32.

This is a fancy runabout, furnished with cutunder body which turns short—has high arched axles, wing dash, our new style A-11 Sunken Panel Automobile Seat with a brass rail around the sides of the seat and with brass oil burning lamps; also, seat handles on sides of seat. This makes a very attractive runabout, and will give the very best of satisfaction. We can furnish this same runabout, of course, where desired, without lamps, brass seat rail, and with regular dash instead of wing dash, and with regular arched axles instead of high arched axles at a reduction in price for these features. We can also change the combination of painting and upholstering, furnishing any color gear or any color of trimmings in seat and back. This runabout is built of the same material and with the same high class workmanship as No. 1233 on page 33, which is fully described on page 32 with such changes listed as might be desired. Please refer to page 32 and read carefully the complete description of this runabout.

BODY—24 inches wide, 56 inches long. Will furnish 22-inch body, if desired, but no other width. For full description of body, please refer to page 32.

WHEELS— $\frac{3}{4}$ -inch Sarven patent, 38 and 42 inches high, regular split hickory special quality, our very best wheel. For description of wheels and changes wanted, refer to page 32.

GEAR—Same as No. 1233, except axles have $4\frac{1}{2}$ -inch instead of 2-inch arch. For full description of gear and any changes desired, see page 32.

SPRINGS—3 and 4 leaf elliptic style. For full description of springs and for any changes wanted, see page 32.

AXLES—2,000 mile, 15/16-inch with $4\frac{1}{2}$ -inch arch. For description and changes wanted in axles, see page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches, as ordered. Be sure to specify track wanted.

CUSHION AND BACK—Upholstered in heavy dark green all wool broadcloth. For full description of upholstering and for any changes wanted, please refer to page 32.

PAINTING—Gear, rich shade of red, neatly striped. Body, black. Seat panels painted red to match gear. For full description of painting and any changes wanted, see page 32.

SHAFTS—Regular split hickory special quality. Full leather trimmed and double braced. For full description of shafts and for any changes that may be wanted, see page 32.

FIXTURES—Same as No. 1233 except has large patent, leather wing dash, brass oil burning, very handsome pattern lamps and brass rail around sides of seat.

CHANGES AND EXTRAS—All changes and extras, full description on page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



Front View of Auto Seat.

No. 1233 E Split Hickory Special Auto Seat Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Garefully and fully described, and all changes that may be desired listed on page 32.

In our No. 1233 E, we are building a runabout on an Eastern Bike style gear. Axles are arched 5 inches and are equipped with a short wooden axle cap which is cemented and full clipped to the axles. This makes a very handsome runabout—is nice for light driving or it can be used as a speed wagon. This style gear has been very popular, particularly with our Eastern customers, and we can recommend No. 1233 E as a runabout that will please you. It runs lightly, rides easy, is well proportioned and right up-to-date in every respect. Is furnished regularly painted and trimmed in a nice combination of colors. This, however, can be changed to suit your individual taste if you prefer some other style of painting and trimming. This wagon is built generally in every way just the same as No. 1233 on page 32, which is fully described on page 32. Please read the complete description as detailed on page 32 and note the changes that can be made where desired.

BODY—24 inches wide, 56 inches long, style A-11 Sunken Panel Automobile seat. For further description of body and for changes desired, see page 32.

WHEELS—34-inch Sarven patent, 38 and 42 inches high. Our best quality split hickory wheels. For changes in size or height of wheels, please refer to page 32.

GEAR—Same in every respect as No. 1233, except axles are Eastern Bike style. This only refers to the arching of axles, as the spindles furnished are the same as on No. 1233, which has our regular high collar dust proof spindle.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear. For further description of springs and for changes desired, see page 32.

AXLES—15 1/2-inch, Eastern bike style, arched 5 inches. For further description of axles, please refer to page 32.

TRACK—4 feet 4 inches or 4 feet 8 inches. No other width of track furnished.

CUSHION AND BACK—Upholstered in dark green, heavy all wool broadcloth. For further description of upholstery, see page 32.

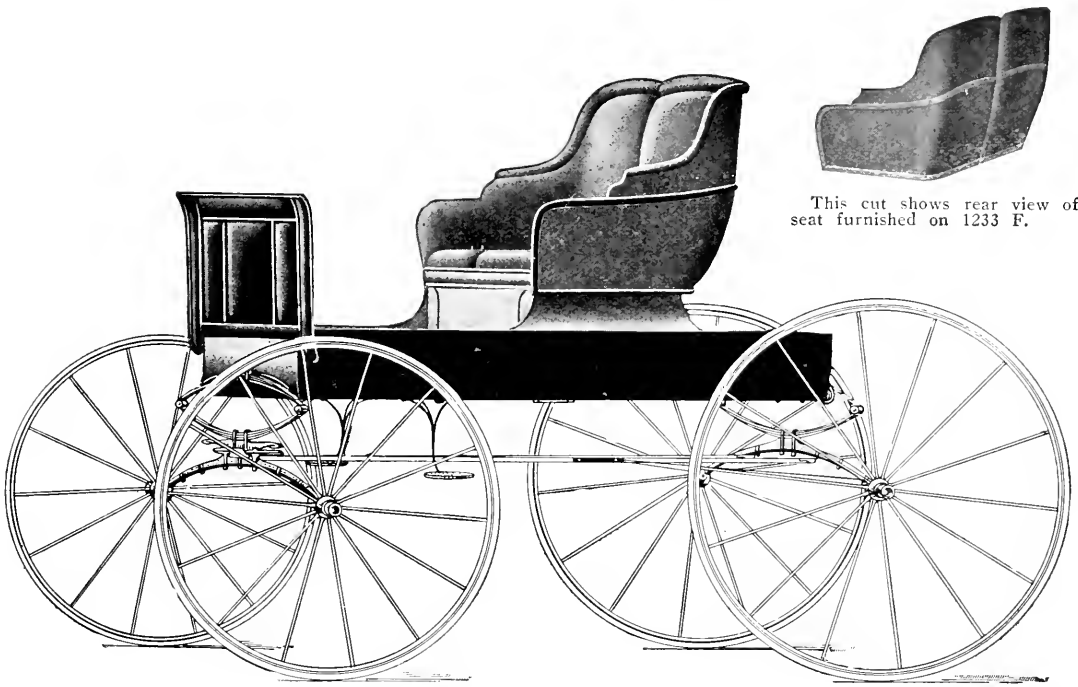
PAINTING—Gear and wheels painted canary yellow. Body and seat, black. Can furnish seat panels painted to match gear. For changes and for further description of painting, please see page 32.

SHAFTS—Our regular split hickory special quality, with Twentieth Century ironing and bracing—full leather trimmed with 3/6-inch leathers on points. For further description and for changes in shafts, see page 32.

FIXTURES—Same as No. 1233, fully described on page 32.

CHANGES AND EXTRAS—Please refer to page 32 for any changes or extras desired.

WEIGHT—When packed for shipment, approximately 475 lbs.



This cut shows rear view of seat furnished on 1233 F.

No. 1233 F Split Hickory Special Auto Seat Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described—and all changes that may be desired listed on page 32.

This runabout is built exactly the same as No. 1233 on page 33, which is fully and carefully described on page 32, with the exception that it has high arched axles, large wing dash and our style A-2 Twin Automobile Seat—is a very neat and attractive runabout in appearance, runs lightly and rides easy—built strong and substantial throughout and is a style that we can recommend to our most exacting customers. It is painted and trimmed in a tasty and attractive manner. Of course the combination of colors in painting and trimming can be changed to suit your wants if desired without extra charge. Where wanted we will furnish for \$1.00 extra, the seat ironed for top so that top can be ordered later if wanted. Please be sure and turn to page 32 and read carefully the full description of this runabout and note the many changes that we can make in the general construction.

BODY—24 inches wide, 56 inches long. For further description of body and for any changes desired, please refer to page 32.

WHEELS—34-inch Sarven patent, 38 and 42 inches high. Our regular split hickory special quality, the best wheel that can be produced. For further description of wheels and for any changes wanted, please refer to page 32.

GEAR—Same in every way as No. 1233, page 33, except axles are 4½-inch arch. Body is hung on Bailey body loops instead of wooden spring bar. For further description of gear and any changes desired, see page 32.

SPRINGS—Elliptic style, three and four plate. For further description of springs and any changes wanted, please refer to page 32.

AXLES—15/16 inch, 2,000-mile, arched 4½ inches. For further description of axles, and any changes wanted, please refer to page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in dark green, heavy all wool broadcloth. For further description and any changes desired in upholstery, see page 32.

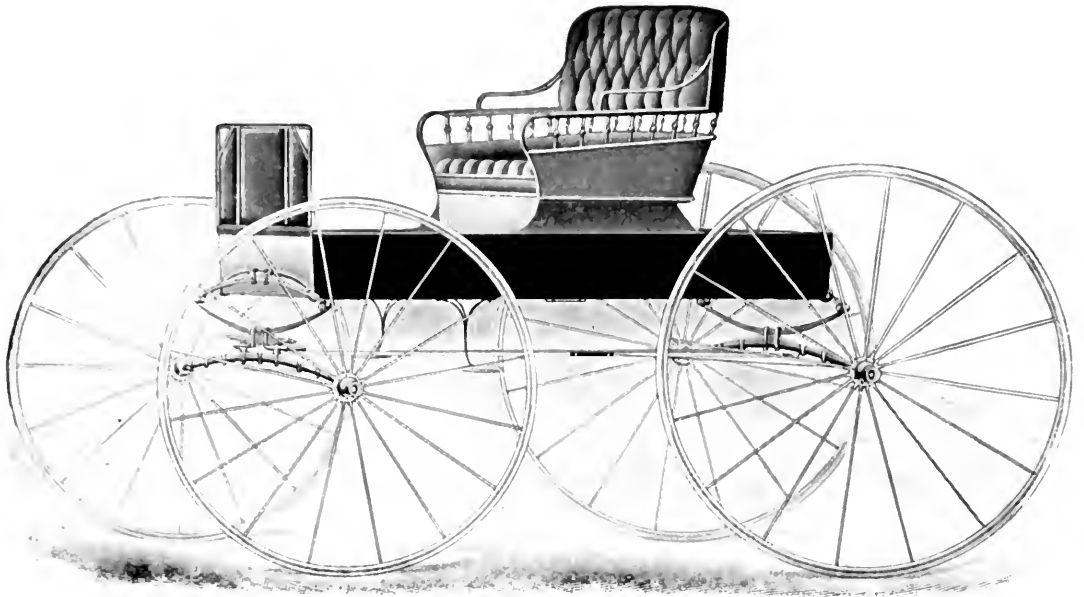
PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description of painting and any changes wanted, see page 32.

SHAFTS—Regular split hickory special quality, double braced and full leather trimmed with 36-inch leathers on points. For further description of shafts and any changes wanted, see page 32.

FIXTURES—Same as No. 1233, page 33. For further description of fixtures and any changes desired, see page 32.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



No. 1233 G Split Hickory Special Runabout

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Carefully and fully described, and all changes that may be desired listed on Page 32.

The style seat furnished on No. 1233 G is a popular one. It is a half panel and half stick seat—is roomy and comfortable, very handsome in appearance. Our No. 1233 G is built exactly the same as No. 1233 on page 33, with the exception of the style seat. Please refer to page 32 and read carefully the full description of this runabout as detailed there, and note the changes in construction and finish that we can make where desired. The price quoted on this runabout—as well as on all of our other Split Hickory Special Runabouts—is extremely low, at least \$26.50 to \$40.00 less than equal quality of material and workmanship could be secured through any retail dealer.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, see page 32.

WHEELS—Savven patent $3\frac{1}{2}$ -inch, 40 and 44 inches high. Regular split hickory special quality, the best wheel that we can produce. For full description of wheels and for any changes that may be wanted, see page 32.

GEAR—Same in every way as No. 1233, except Bailey body loops instead of wooden spring bar. For full description of gear and for any changes that may be wanted, see page 32.

SPRINGS—Elliptic style, very easy riding, 3 and 4-leaf. For full description of springs and for any changes wanted, please refer to page 32.

AXLES—15 $\frac{1}{16}$ -inch, 2,000-mile with regular 2-inch arch. For further description of axles and any changes that may be wanted, see page 32.

TRACK—4 feet 8 inches or 5 feet 2 inches, as ordered. Be sure to specify track wanted.

CUSHION AND BACK—Upholstered in heavy dark green all wool broadcloth of extra fine quality, with soft easy

riding springs in cushion. Back upholstered soft without springs. For full description of upholstering and for any changes that can be had, if wanted, see page 32.

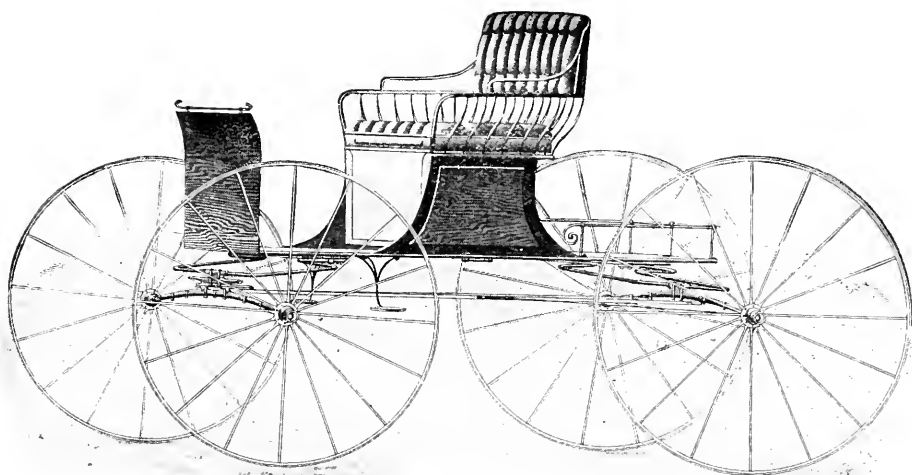
PAINTING—Gear, dark Brewster green, neatly striped; body and seat, plain black. For full description of painting and for any changes wanted, please refer to page 32.

SHAFTS—Regular split hickory special quality, extra fine, double braced and full leather trimmed with 36-inch point leathers. For full description of shafts and any changes wanted, please refer to page 32.

FIXTURES—Same as No. 1233. For full description of fixtures or for changes that may be wanted, please refer to page 32.

CHANGES AND EXTRAS—For complete information for all changes or any extras that may be wanted, please refer to page 32.

WEIGHT—When packed for shipment, approximately 475 lbs.



No. 1241 Split Hickory Buckboard

PRICED WITH SHAFTS AND STEEL TIRES

BODY—27 inches wide, 63 inches long. Made light, but very strong, of finest hardwoods. Best hardwood seat riser and seat strongly braced. Solid carved panel on riser. Hardwood curved and braced dash, with nickel rail on dash and around body. Body of No. 1241A, is fitted with adjustable truss rods underneath to take up any sagging and hold body straight. Seat, 32 inches.

WHEELS—7 $\frac{3}{8}$ -inch Sarven patent, 40 and 44 inches high, $\frac{3}{4}$ -inch round edge steel tires, hot set and full bolted between each spoke. Our very best grade tough split hickory rims and spokes. $\frac{3}{4}$ -inch wheels if wanted.

GEAR—Double split hickory reaches, well ironed and braced. Full wrought iron, 12-inch fifthwheel. Full wrought iron gear throughout, made for hard service.

SPRINGS—Genuine Shuler roller bearing pattern. The strongest and easiest riding springs for buckboards.

AXLES—15/16-inch. Sheldon's famous 2,000-mile, high col-

lar, long distance, dust-proof, with split hickory, full clipped and cemented axle caps. The finest made.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

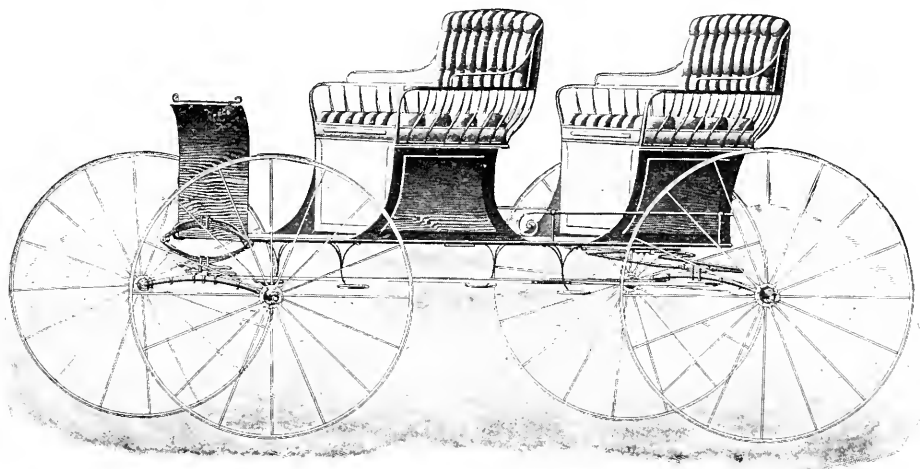
UPHOLSTERING—Heavy wool, drab colored whipcord. Soft padded, lazy back, spring cushion. Green or blue cloth if preferred. Soft leather upholstery, \$2.00 extra.

PAINTING—Natural wood oiled and varnished throughout, with all iron work finished jet black. A very durable and attractive finish. Will paint gear or body to suit.

SHAFTS—Our best second growth split hickory shafts with the twentieth century braces and 36-inch point leathers and Bradley shaft couplers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

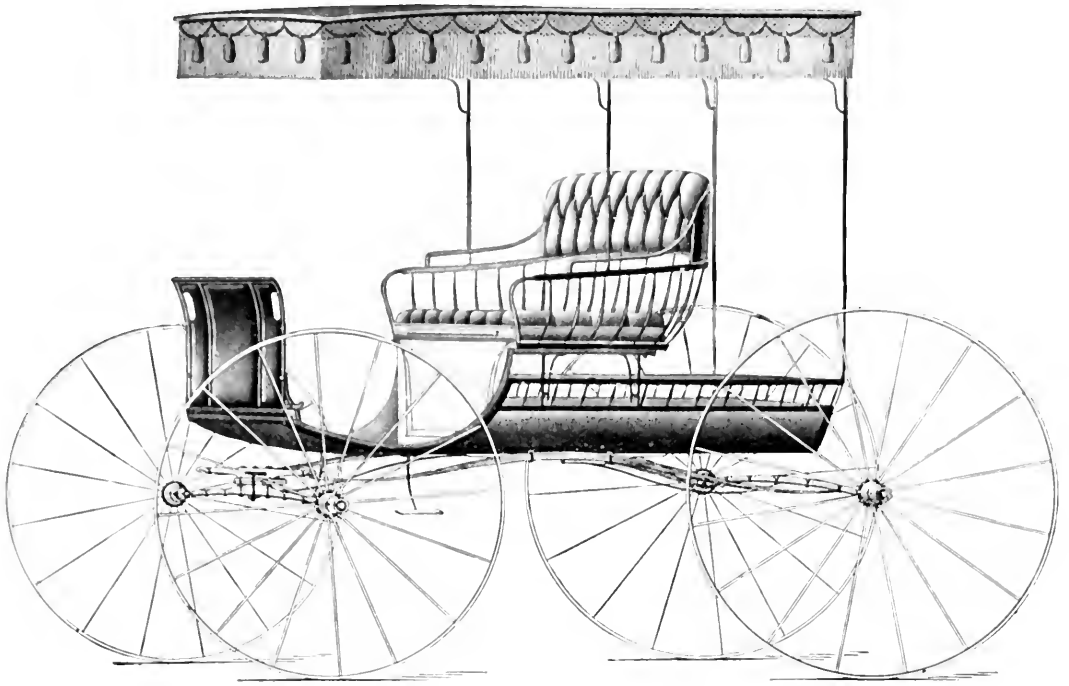
FIXTURES—Rubber rain apron, wrench, washers.

WEIGHT—Net, 300 pounds. Approximate shipping weight, 425 pounds.



No. 1241 A Split Hickory Buckboard Surrey

No. 1241 A is the same in every way as No. 1241 described above, except it is made with two seats (rear seat is removable), 27 inch by 72 inch body, elliptic front spring and 1 1/16-inch axles. Four post canopy top with fringe on No. 1241 A furnished for \$12.50 extra.



No. 1242 Split Hickory Spindle Body Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This is one of the most attractive little driving wagons made by anyone. It is designed for hard service as it is very strongly built, and we guarantee it to be thoroughly satisfactory from a standpoint of appearance and general durability as well as easy running and easy riding qualities. Special attention is called to the handsome style of body. It is a splendid value for the money and cannot possibly be duplicated at retail for less than 25 per cent to 33 1-3 per cent above our price

BODY—22 inches wide, 58 inches long, made of the best grade of air-dried poplar, well ironed and braced. Stick pattern as illustrated. Very attractive in appearance. Plenty of leg room. 20-inch body if preferred.

SEAT—Stick pattern as illustrated. Spring cushion. Soft padded back. 32 inches seat room.

WHEELS—7½-inch Sarven patent, 38 and 42 inches high. Selected second growth split hickory rims and spokes ½-inch half round edge steel tires, bolted between each spoke. ¾-inch wheels, or higher or lower wheels if wanted. 1-inch wheels 50 cents extra. 5,16-inch tires, 75 cents extra.

GEAR—No reaches used with this style spring. Rear circle fifth wheel. Wrought iron T-bolt, both front and rear of fifth wheel in center of front bolster. Very rigid construction.

SPRINGS—Long, easy-riding, oil-tempered, five-leaf side springs as illustrated, the easiest riding and one of the strongest springs made.

AXLES—15/16-inch, long distance split hickory axle caps, cemented solid and full clipped.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—Four-post canopy top with fringe as illustrated. Good rubber side and back curtains. Dark green headlining.

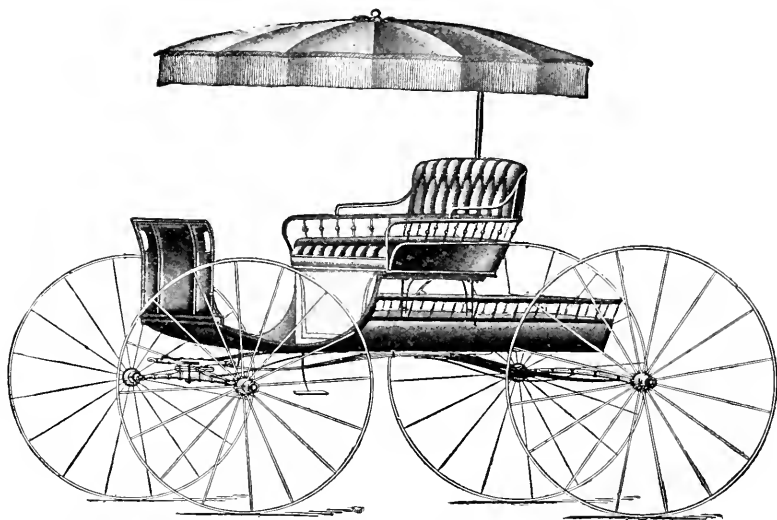
UPHOLSTERING—Heavy wool, dark green broadcloth. Whipcord if preferred, no extra cost. Leather upholstery, \$2.00.

PAINTING—Body, black, with dark green center panel. Gear, rich shade of light red, neatly striped. Our oil and lead system of hand brush work. Painting changed to suit.

SHAFTS—Our best grade, straight-grained, split hickory, triple braced shafts, with long shaft leathers. Pole in place of shafts, \$3.25; pole in addition to shafts, \$5.25.

FIXTURES—15-inch, padded hand-hold, patent leather dash with braces. Good waterproof rain apron. Rain apron pocket under seat. Full length carpet. Quick shifting shaft couplings, wrench and washers.

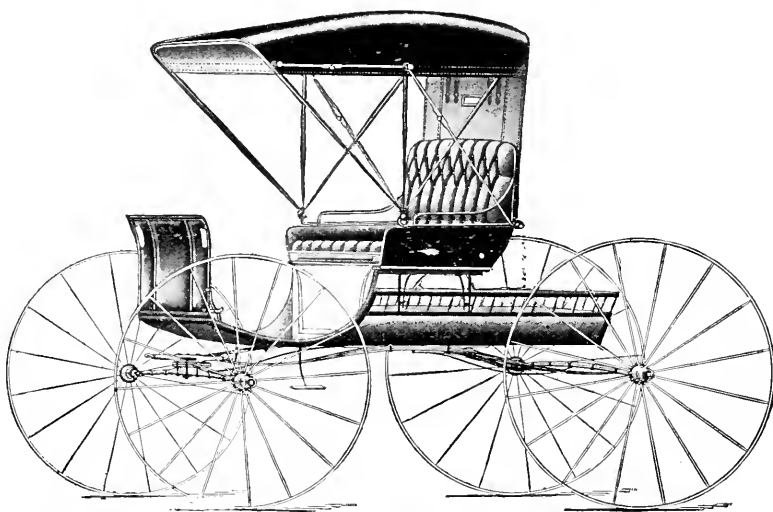
WEIGHT—Net weight, 320 lbs. Approximate shipping weight, 500 lbs.



No. 1242 A Split Hickory Spindle Body Wagon

PRICED WITH SHAFTS AND STEEL TIRES

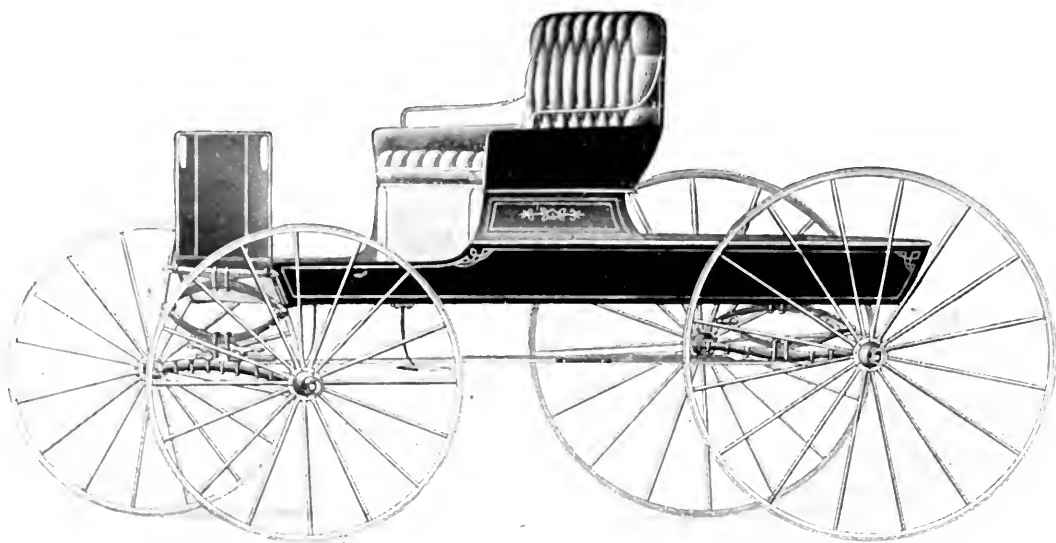
Our No. 1242 A is identically the same as No. 1242 illustrated and described on opposite page, with the exception that it is furnished with an English Umbrella Canopy Top and a half panel, half stick seat. These umbrella canopy tops are regularly furnished tan color with fringe to match, and are made detachable. We can furnish other colors of tops if preferred. These canopy tops are very rigidly attached to the back of the seat and to the floor of the body.



No. 1242 B Split Hickory Spindle Body Top Buggy

PRICED WITH SHAFTS AND STEEL TIRES

No. 1242 B is the same in every way as No. 1242 described on opposite page, except it is supplied with a solid panel spring cushion and spring back, regular buggy seat and with a three-bow leather quarter top, with side curtains complete. Leather upholstery on this style seat is \$2.50 extra. We can supply an automobile seat in place of buggy seat, with removable top, for \$10.00 extra if wanted.



No. 1244 Style A Split Hickory Long Body Handy Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This is one of our most popular wagons. It is neatly and sturdily built of a good grade of material, and will appeal to those who want a light combination business or pleasure vehicle. We guarantee it for two years and sell it on free trial. While it has a long body, it is closely coupled and therefore easy running.

BODY—26 inches wide, 67 inches long. Made of best selected yellow poplar, screwed, glued and plugged, and very firmly braced with oak and ash frames. Body is made with corner irons to prevent opening.

SEAT—Selected poplar, full ironed and braced. High spring back and spring cushion. Seat is 32 inches wide.

UPHOLSTERING—Heavy, durable grade of imitation leather. Seat ends are padded. Genuine leather throughout (each seat), \$2.00. Cloth (each seat), \$1.00.

WHEELS—7½-inch Sarven, 38 inches in front, 42 inches in rear, with 1-inch wide, oval edge steel tires, electrically welded, set hot and full bolted between each spoke. Wheels: best selected split hickory, 1-inch wheels, 50 cents extra; 1½-inch wheels, \$2.00; staggered spoke wheels, \$1.00; 5/16-inch tires, 75 cents; higher or lower wheels, if preferred.

AXLES—Full 15/16-inch, front and rear, with heavy split hickory axle caps, cemented and full clipped; double collar, best refined steel axles, 1 1/16-inch axles, \$1.00; long distance axles, 50 cents extra.

SPRINGS—On styles "A" and "B" the springs are long, 3-leaf, 1¼ inches wide in front, elliptic pattern; rear spring is triple style, 1¼ inches wide, three-leaf in top section and five-leaf in lower section. All springs used are best grade oil tempered, graded for easy riding.

GEAR—Double split hickory reaches, full ironed and braced; heavy unbreakable fifthwheel; wrought iron clips.

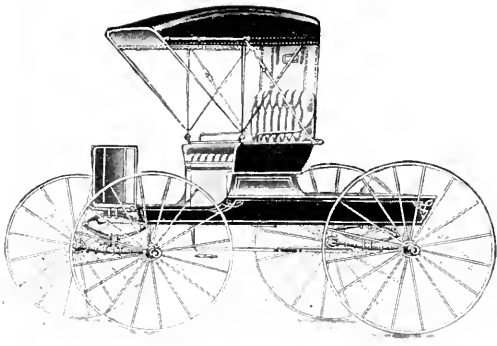
SHAFTS—Best grade split hickory, full ironed and trimmed with 24-inch patent leather shaft tips. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

PAINTING—Our oil and lead hand brush work throughout. Gear, rich Brewster green, neatly striped. Body, black, tastefully ornamented. Light or dark red gear, if preferred. Yellow gear, \$1.00 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. Please read page 12.

FIXTURES—15-inch high patent leather dash (not a cheap imitation leather dash; whipsocket, storm apron, wrench, anti-rattlers, complete ready for use; carpet, \$1.00 extra; brake, \$5.00 extra.

WEIGHTS—	Net.	Shipping.
Style "A"	350	500
Style "B"	370	525
Style "C"	400	600
Style "D"	475	650
Style "E"	490	675

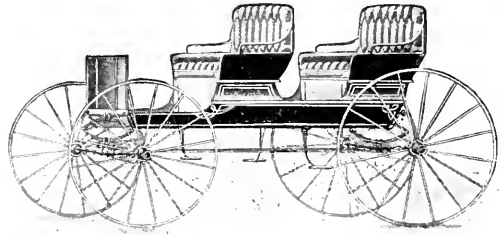


Style No. 1244 B

This is the same identically as Style No. 1244 A, except it is furnished with full rubber top and side curtains.

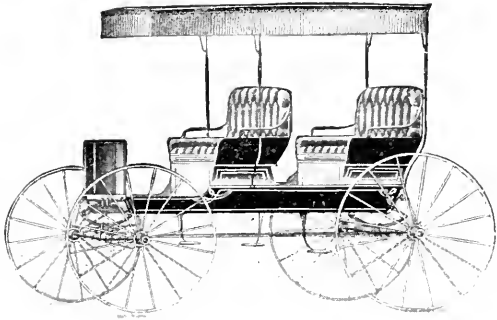
Style No. 1244 C

This is the same in every way as No. 1244 A, except it is furnished with double reach surrey gear; 11-16-inch axles; four plate front and five plate rear end springs. Rear seat is removable.



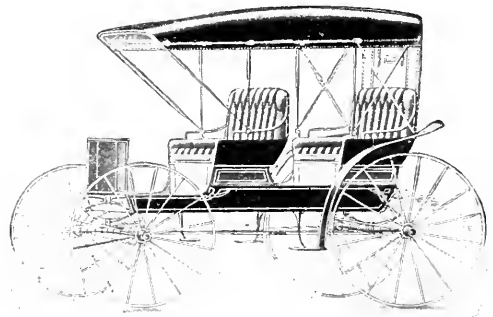
Style No. 1244 D

This is the same in every way as No. 1244 A, except it is furnished with double reach surrey gear; 11-16-inch axles; four plate front and five plate rear end springs. Canopy top and rubber side curtains. Rear seat is removable.

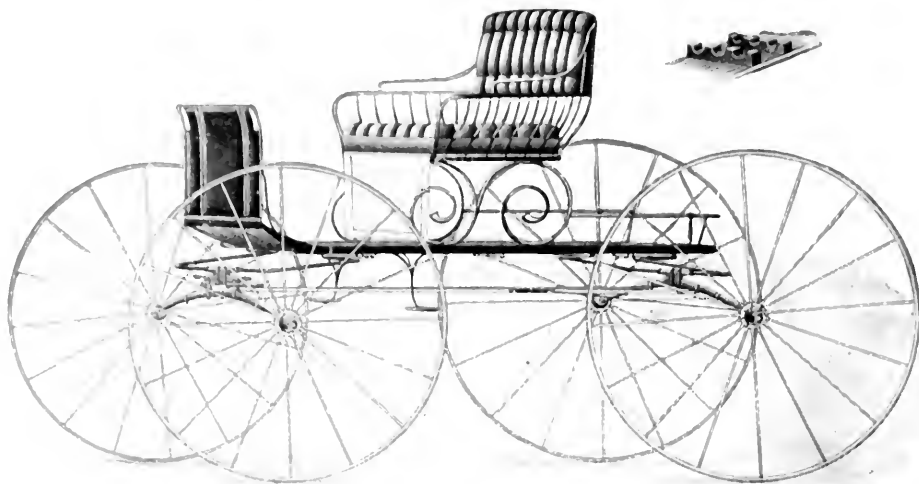


Style No. 1244 E

This is the same in every way as No. 1244 A, except it is furnished with half length fenders and surrey steps; two seats; leather quarter extension top; four and five plate end springs; 1 1-16-inch axles. Rear seat with this style top is not removable.



For changes and extras on these styles read opposite page



No. 1246 Split Hickory Slat Oil Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This and our No. 1247 wagon on page 47 are two styles on which we have built up an immense trade throughout the oil field regions where our slat oil wagons are preferred to all other makes, simply because they are admittedly better constructed, stronger, easier riding and from \$20 to \$40 cheaper than oil wagons of an inferior quality sold by retail dealers. These wagons are made in a way and of a quality of material that insures their standing years of hard service on the bad roads of the oil regions. They are light and easy running. Try one out on your roads for 30 days at our risk.

BODY—24 inches wide, 64 inches long, bracket front. Solid hardwoods throughout, well braced and ironed. Oval hardwood slats in bottom. Body is bent—not sawed to shape. Heavy wrought iron scroll seat supports. Wide, comfortable and very strongly braced seat, with steam bent spindles. 20-inch or 22-inch by 64-inch body if wanted. Solid panel seat if preferred.

WHEELS— $7\frac{1}{2}$ -inch Sarven patent, 40-44 inches high, $\frac{1}{4}$ -inch round edge steel tires, hot set and full bolted between each spoke. Our very best grade tough split hickory rims and spokes. $\frac{3}{4}$ -inch wheels if wanted. Staggered wheels, \$1.00 extra.

GEAR—Double split hickory reaches well ironed and braced. Full wrought iron 12-inch fifthwheel. Full wrought iron gear throughout, made for hard service.

AXLES— $1\frac{5}{16}$ -inch. Sheldon's famous 2,000-mile, high collar, long distance, dust-proof with split hickory full clipped and cemented axle caps. The finest made. Dropped axles if preferred.

SPRINGS—Genuine Shuler roller bearing pattern. The strongest and easiest riding springs, and especially suitable for buckboards.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

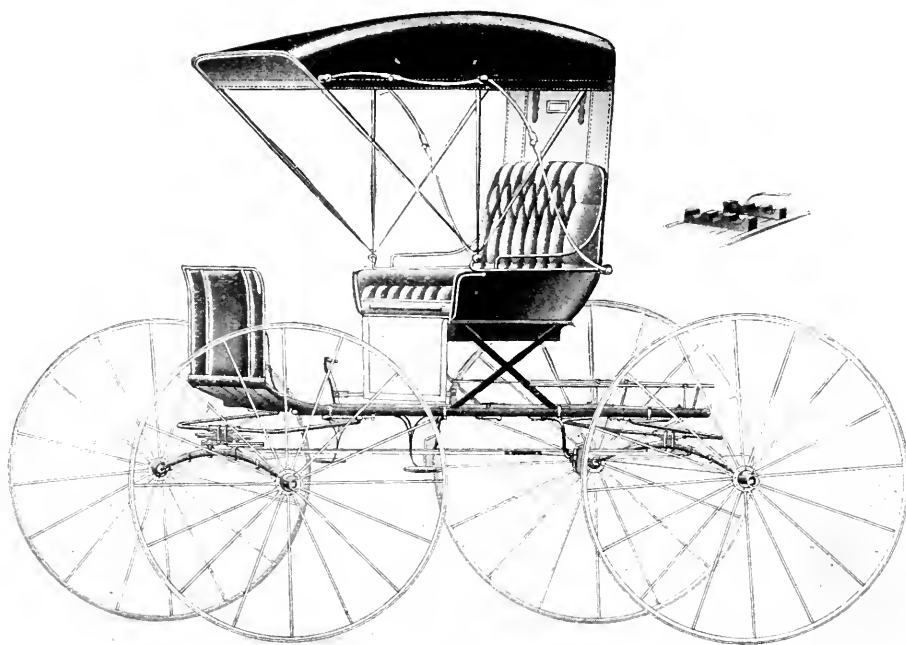
UPHOLSTERING—Fine grade Chase leather. Cloth if preferred. Genuine leather, \$1.75 extra.

PAINTING—Body and seat black. Gear, rich Brewster green, neatly striped. Our oil and lead system throughout. Gear color changed to suit.

SHAFTS—Our best second-growth split hickory shafts with the 20th Century braces and 30-inch point leathers and Bradley shaft couplers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—High patent leather dash, water-proof rain apron, wrench, washers complete. Tool rack instead of body rail, no extra charge. Brake, \$5.00 extra.

WEIGHT—Net, 300 pounds. Approximate shipping weight, 425 pounds.



No. 1247 Split Hickory Slat Oil Wagon

PRICED WITH SHAFTS AND STEEL TIRES

Our No. 1247 Slat Wagon is built to meet the peculiar requirements of the oil fields. We know from long experience the way wagons of this type must be built to give satisfactory service—that's the way we build them. We make them of the finest materials we can buy—that's why we don't have to build them in lumber wagon proportions—that's why they outwear nine-tenths of the oil wagons sold by others. We use the finest axles made and the GENUINE SHULER ROLLER BEARING SPRINGS—that's why our customers immediately notice the difference in favor of our oil wagons. We are anxious to prove our claims.

TOP—Extra heavy, extra length, full rubber, with heavy rubber side curtains. Top is also RUBBER LINED. Four bow top if wanted.

BODY—24 inches wide, 64 inches long, bracket front. Solid heavy hardwoods throughout, well braced and ironed. Oval hardwood slats in bottom. Body is bent—not sawed—to shape. Heavy wrought iron seat supports. Wide and comfortable solid panel poplar seat strongly braced, with springs in cushion and back. 20-inch or 22-inch by 64-inch body if wanted.

WHEELS— $7\frac{1}{2}$ -inch Sarven patent, 40-44 inches high, $\frac{1}{4}$ -inch round edge steel tires, hot set and full bolted between each spoke. Our very best grade tough split hickory rims and spokes. $3\frac{1}{4}$ -inch wheels if wanted. Staggered wheels, \$1.00 extra. 1-inch wheels, 50 cents extra.

GEAR—Double split hickory reaches, well ironed and braced. Full wrought iron 12-inch fifthwheel. Full wrought iron gear throughout, made for hard service.

AXLES—15/16-inch. Sheldon's famous 2,000-mile, high collar, long distance, dust-proof, with split hickory full clipped.

SPRINGS—Genuine Shuler roller bearing pattern. The strongest and easiest riding springs, and especially suitable for buckboards.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

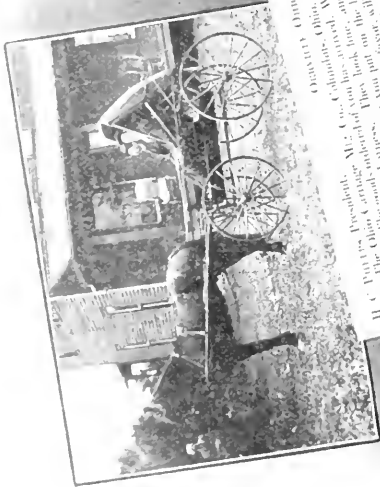
UPHOLSTERING—Fine grade Chase leather. Cloth if preferred. Genuine leather, \$1.75 extra.

PAINTING—Body and seat black. Gear, rich Brewster green, neatly striped. Our oil and lead system throughout. Gear color changed to suit.

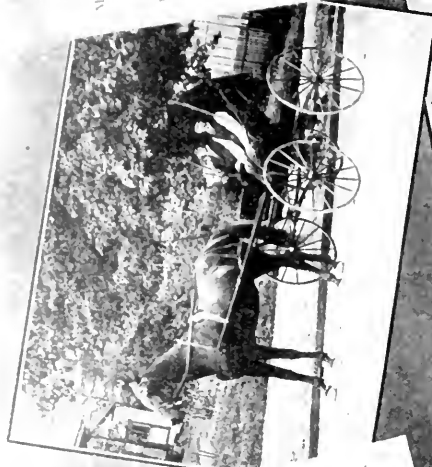
SHAFTS—Our best second-growth split hickory shafts, with the 20th Century braces and 30-inch point leathers and Bradley shaft couplers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—High patent leather dash, water-proof rain apron, wrench, washers complete. Tool rack instead of body rail, no extra charge. Brake, \$5.00 extra.

WEIGHT—Net, 325 pounds. Approximate shipping weight, 425 pounds.



H. C. PUGH, Pres.
 The Ohio Carriage Co.
 Columbus, O.
 Dear Sir: I will write you a few lines to let you know
 that my buggy I thought of you with me last fall. I like it
 for the most riding that I have ever had. I never rode one so good
 and will do so. Your truly, J. M. PUGH, JR.
 H. C. PUGH, Pres.
 The Ohio Carriage Co.
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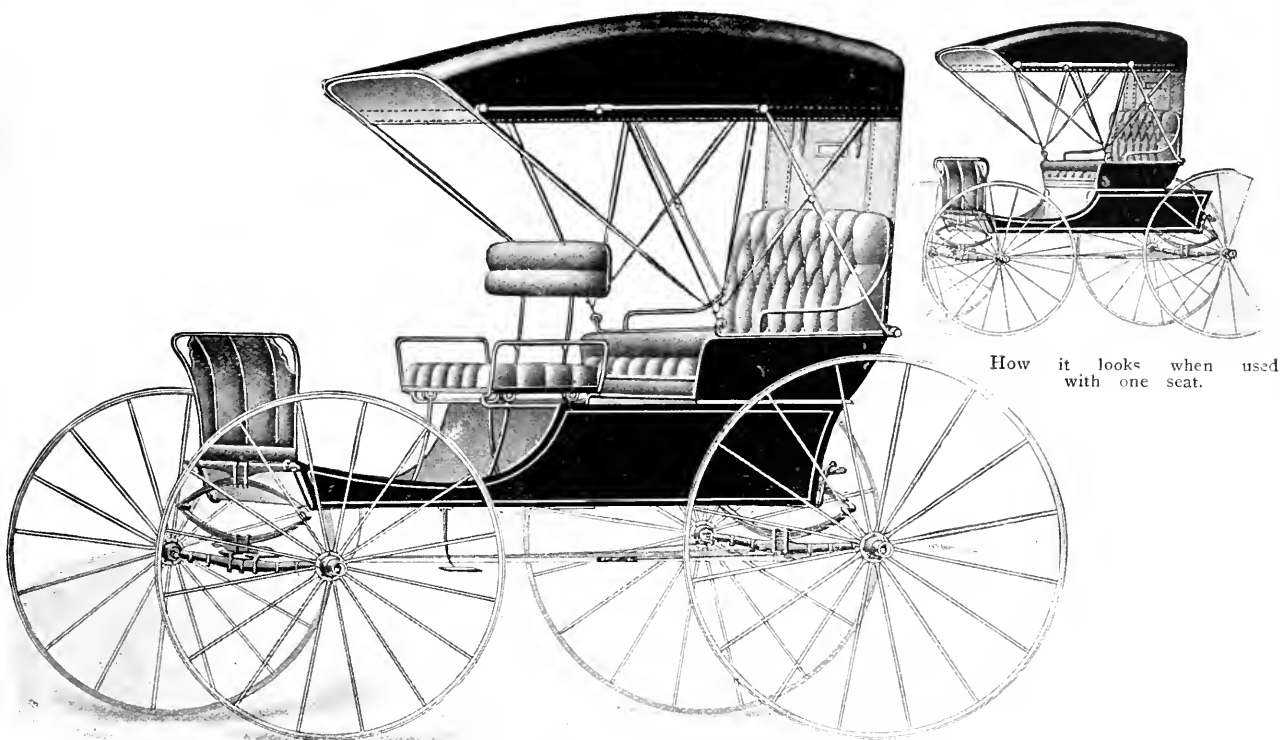


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 and will do so. Your truly, J. M. PUGH, JR.



No. 1249 Split Hickory Jump Seat "Carry-All"

PRICED WITH SHAFTS AND STEEL TIRES

We have studied the construction of every Jump Seat Buggy we could find, and have greatly improved on all other Jump Seat Buggies made. This type of buggy is, as a rule, subjected to hard usage—is heavily loaded and therefore to give satisfactory service it must be made of the best of material or it will become a rattle-trap in a short time. While built in a medium weight proportion, the quality of the material is such that it is able to sustain a heavy load. In selecting stock for it particular attention is paid to the selection of all gear woods. We use nothing but second growth white hickory in the wheels and gear throughout. We guarantee it fully. There are other Jump Seat Buggies sold, which, while apparently a few dollars lower in price, will be found, because of their inferior workmanship, finish and general material, to be 20 per cent higher in price than ours in the long run.

BODY—27 inches wide, 52 inches long, measured on the bottom. Body is made of air-dried yellow poplar with ash posts and sills, very strongly constructed and braced throughout. We build this buggy in one style and proportion of body only, and can make no changes. There is ample leg room for four passengers. At an extra cost of \$10.00 we can supply an automobile seat in the rear in place of the buggy seat. Rear seat is 33 inches wide, front seat, 24½ inches wide.

WHEELS—¾-inch Sarven patent, 40 and 44 inches high, ¼-inch round edge steel tire, full bolted between each spoke. Screwed rims. Higher or lower wheels, if wanted. We use our highest grade guaranteed split hickory wheels. 1-inch wheels, 50 cents extra. 5/16-inch tires, 75 cents.

GEAR—Double straight grained white hickory reaches, ironed and braced, rear kingbolt rear circle interlocking fifthwheel.

SPRINGS—4-plate front, 5-plate rear, 1½ inches wide. Long, easy riding, oil tempered and very strong.

AXLES—1 1/16-inch, long distance, Collinge collar, dust-proof. Axle caps cemented and full clipped. Arched axles instead of dropped, if preferred.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—Leather quarters and backstays; heavy water-proof rubber roof, back curtain and side curtains. Wool head-lining. Top extends sufficiently forward to protect occupants of front seat. 3-bow top if preferred, but 4-bow is the best. Full leather top, \$6.00.

UPHOLSTERING—Dark green wool broadcloth. Spring cushion and back on rear seat. Front seat soft padded. Leather upholstering both seats, \$4.50 extra; or when auto seat is ordered, \$6.00.

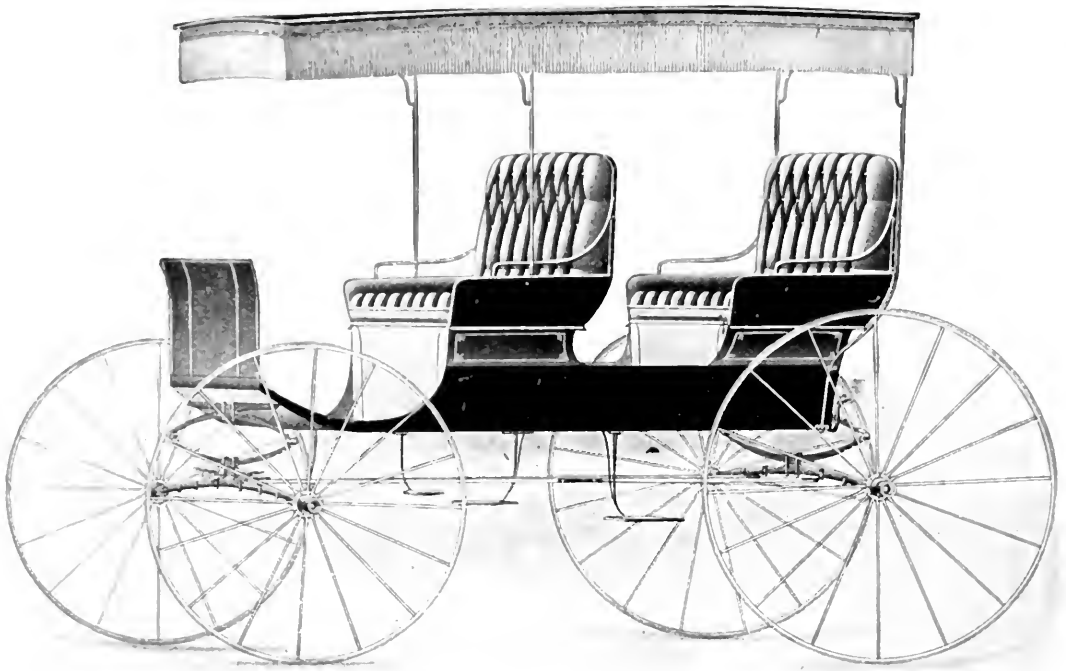
PAINTING—Gear, dark Brewster green, neatly striped. Body, ivory black. Our oil and lead system. Black or red gear, if preferred.

SHAFTS—Second-growth split hickory, full ironed and braced, long shaft leathers. Pole instead of shafts, \$3.25; pole in addition to shafts, \$5.25.

FIXTURES—Handsome curved patent leather dash. Full length brussels carpet. Water-proof rain apron, quick-shifting shaft couplings, wrench, etc., complete.

CHANGES AND EXTRAS—Two springs in rear, \$4.00. Foot brake, \$5.00.

WEIGHT—Net weight, 400 pounds. Approximate shipping weight, 600 pounds



No. 1250 Split Hickory Canopy Top Farmer's Surrey

PRICED WITH SHAFTS AND STEEL TIRES

This Farmer's Surrey will thoroughly please and satisfy those wanting a low priced surrey, one that is suitable for pleasure or business purposes. It is a plain surrey, but is made of good honest material throughout and is substantially constructed with a view to supplying something that will stand long years of hard service. It is neat in appearance, and the price, quality considered, is very low. We ship it on free trial and guarantee it. Note that the rear seat is made removable, leaving ample room for carrying packages and for light marketing purposes.

BODY—26 x 67 inches. Made of well seasoned yellow poplar, with heavy ash sills, strongly braced and ironed throughout. No other width of body furnished.

SEATS—Strongly made of poplar, with good heavy posts and braces and well ironed. Spring cushions and solid panel spring backs. Rear seat is made removable. Ample seat room for two good sized persons in each seat.

WHEELS—7½-inch Sarven patent, 40 and 44 inches high. Selected second-growth hickory spokes and rims. Hot set tires, ½-inch thick, full bolted between each spoke. 1-inch wheels, 50 cents extra. Higher or lower wheels if wanted.

GEAR—Double split hickory reaches, well ironed. Rear circle, rear kingbolt fifthwheel.

SPRINGS—4-plate front, 5-plate rear, 1½ inches wide. Oil tempered, strong and easy riding. Split hickory spring bars.

AXLES—1 1/16-inch, long distance, dust-proof. Split hickory axle caps cemented and full clipped. Dropped axles if preferred. 1½-inch axles, \$1.00.

TRACK—4 feet 8 inches or 5 feet 2 inches. See catalogue page 12.

TOP—4-post canopy with fringe as illustrated. Top well braced to body in rear and constructed so that rear seat can be removed and top left on. Roof covered with heavy water-proof material. Rubber curtains all around.

UPHOLSTERING—Good heavy grade imitation leather. Cloth upholstery on both seats, \$2.50 extra. Genuine leather upholstery on both seats, \$5.00 extra.

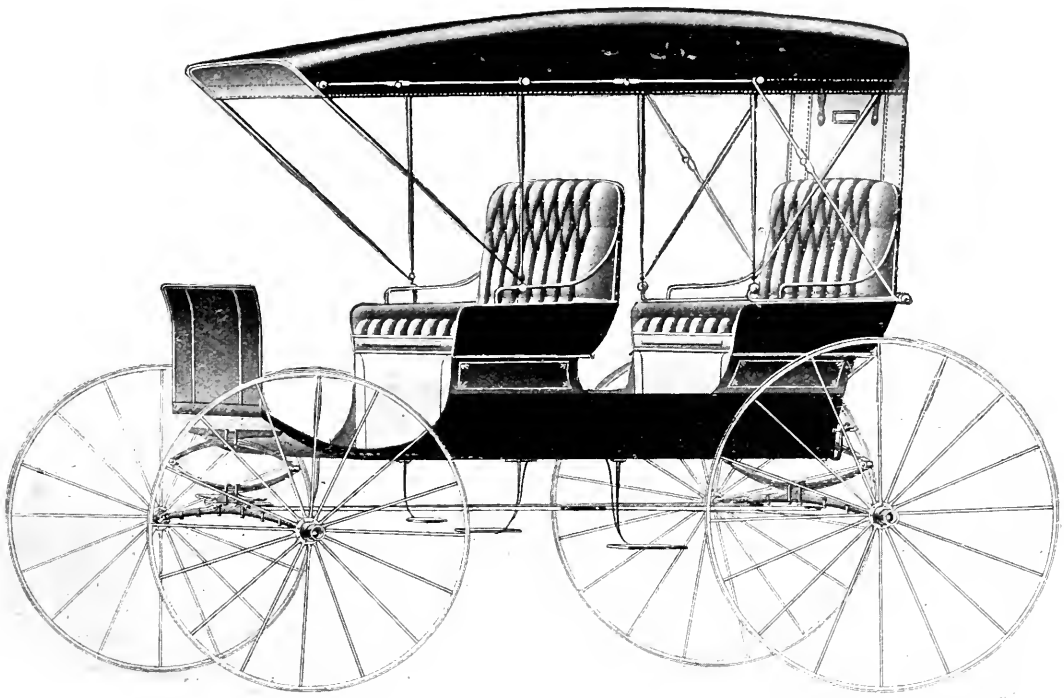
PAINTING—Body and seats black. Gear, Brewster green, neatly striped. This surrey is well painted by our oil and lead band brush work system. Black or light or dark red gear if preferred.

SHAFTS—Second-growth split hickory, double braced and full ironed, with long shaft leathers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—Genuine leather dash. Water-proof rain apron. Quick shifting shaft couplings. Full length carpet. Wrench.

CHANGES AND EXTRAS—Half-length fenders in rear with surrey steps like on No. 1244-E, page 45, \$5.00. Full surrey fenders, \$7.00. Lamps, \$3.50. Brake, \$5.00.

WEIGHT—Net weight, 475 pounds. Approximate shipping weight, 600 pounds.



No. 1251 Split Hickory Extension Top Farmer's Surrey

PRICED WITH SHAFTS AND STEEL TIRES

This is the lowest priced extension top surrey that we make. It is a plain surrey like the one on the opposite page, with the exception of the top. When this style top is furnished the rear seat cannot be removed. We give you in this surrey 100 cents in good honest workmanship and material for every dollar you pay us for the job. We have left off anything that we did not consider absolutely necessary in the way of extra features, and put every cent that went into its construction into good material and workmanship, with the object of supplying something that would stand hard service and lots of it.

BODY—26 x 67 inches. Made of well seasoned yellow poplar, with heavy ash sills, strongly braced and ironed throughout. No other width of body furnished.

SEATS—Strongly made of poplar, with good heavy posts and braces and well ironed. Spring cushions and solid panel spring backs. Ample seat room for two good sized persons in each seat.

WHEELS—7 $\frac{1}{2}$ -inch Sarven patent, 40 and 44 inches high. Selected second-growth hickory spokes and rims. Hot set tires, $\frac{1}{4}$ -inch thick, full bolted between each spoke. 1-inch wheels, 50 cents extra. Higher or lower wheels if wanted.

GEAR—Double split hickory reaches, well ironed. Rear circle, rear kingbolt fifthwheel.

SPRINGS—4-plate front, 5-plate rear, 1 $\frac{1}{2}$ inches wide. Oil tempered, strong and easy riding. Split hickory spring bars.

AXLES—1 1/16-inch, long distance, dust-proof. Split hickory axle caps cemented and full clipped. Dropped axles if preferred. 1 $\frac{3}{8}$ -inch axles, \$1.00.

TRACK—4 feet 8 inches or 5 feet 2 inches. See catalogue page 12.

TOP—Top made full length of heavy rubber throughout, with good grade of rubber side curtains. Dark green lining in top and back curtain. Leather quarter top in place of full rubber top, \$3.50 extra.

UPHOLSTERING—Good heavy grade imitation leather. Cloth upholstering on both seats, \$2.50 extra. Genuine leather upholstering on both seats, \$5.00 extra.

PAINTING—Body and seats black. Gear, Brewster green, neatly striped. This surrey is well painted by our oil and lead hand brush work system. Black or light or dark red gear if preferred.

SHAFTS—Second-growth split hickory, double braced and full ironed, with long shaft leathers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—Genuine leather dash. Water-proof rain apron. Quick shifting shaft couplings. Full-length carpet. Wrench.

CHANGES AND EXTRAS—Half-length fenders in rear with surrey steps like on No. 1244-E, page 45, \$5.00. Full surrey fenders, \$7.00. Lamps, \$3.50. Brake, \$5.00.

WEIGHT—Net weight, 500 pounds. Approximate shipping weight, 650 pounds.

Including all styles shown on pages 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68 and 69

Poplar Body Strongly Ironed and Braced.
Long Distance Dust Proof Steel Axles.
Oil Tempered Easy Riding Springs.
Second Growth Split Hickory Wheels.
Round Edge Gautier Steel Tires, Tires Set Hot.
Rear Circle Interlocking Fifth-wheel.
Double Perch Gear.
Cemented Axle Beds.
Good Full Length Carpet.
Reinforced Steel Bow Sockets.
Good Substantial Upholstering.
Full Length Water Tight Top.

Genuine Leather Dash.
Waterproof Rain Apron.
Quick Shifting Shaft Couplings.
Waterproof Boot on Rear.
Three-Prong Steps.
Split Hickory Shafts, Double Braced and Full Trimmed.
Oil and Lead Painting.
Neatly Proportioned and Well Finished.
Guaranteed Two Years.
Sold on Thirty Days' Free Trial.

If you want a good, strong, substantial buggy, one that will give you good service day in and day out—an honest dollar's worth of buggy for every dollar you put in it, you will find it in our Square Deal Buggies.

We build but two grades of buggies, our Square Deal, which is our medium grade and our Split Hickory Special, which is our highest grade.

We take it for granted that you want to limit your investment in your new buggy, and don't care to go as high as our Split Hickory Special, and we say to you frankly and sincerely that we will give you more value for your money in our Square Deal Buggy than you can secure elsewhere. Equal quality if bought from a retailer would cost you at the very least, \$25.00 more.

Our Split Hickory Factory has always been a quality factory, and we have never turned out of it a vehicle of any kind that we were ashamed to put our name-plate on and back it up with our two-year guarantee.

We use just as much care in manufacturing our Square Deal Buggies as we do in any vehicle we make, regardless of price, for we want every customer—whether they buy a medium or high grade buggy—to be perfectly satisfied with it in every way.

We know there are cheaper buggies advertised, and we know it is possible for a retailer to sell you some kind of a buggy at the same, or even less than our Square Deal price, for it is possible to make a much cheaper buggy by using cheaper and inferior material, and by slighting this and that in workmanship and finish.

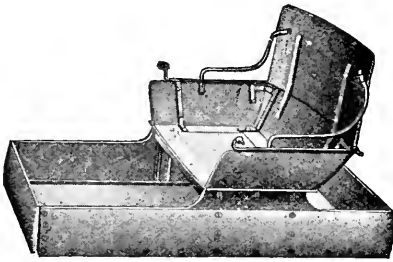
We do not claim to make the cheapest buggies, and never did, for with us quality is the first and price the second consideration.

We design our vehicles and buy the kind of material we know will stand up and give satisfaction, and then figure the cost, basing our selling price on the bare flat cost of material and labor, plus our one, and only one manufacturer's profit.

When you compare our Square Deal Buggies with others, we ask but one consideration, and that is, compare quality as well as price. If you will do that your decision cannot help but be in our favor, for the jobber's and retailer's profit is totally eliminated, and you are buying at net, bone cost direct from the maker.

Please read carefully the description of our Square Deal Buggies, and notice the many changes we can make if desired in the construction as well as in the finish. No matter what you want in a buggy, whether light, medium or heavy, painted and upholstered fancy or plain, with buggy seat or automobile seat, with full rubber, leather quarter or skeleton automobile style top, we are prepared to furnish it, and we can please you in style and finish and satisfy you beyond your expectations in quality and durability and save you money.

BODY—Extra well made with poplar panels, heavy ash sills, ash seat frame and corner posts. Panels are screwed, glued and plugged. Hardwood bottom. Bodies regularly furnished 24 inches wide and 56 inches long.

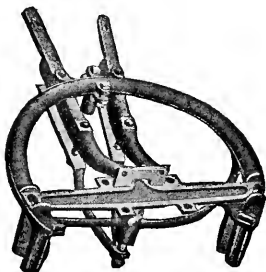


Showing the way the body and seat of our Square Deal Buggies are made and ironed.

CHANGES—Can furnish body, 18, 20, 22 or 24 inches wide, except with automobile seat, without extra charge. 26-inch body instead of 24-inch, \$2.00 extra. Can furnish auto seats on bodies 22, 24 or 26 inches wide. Phaeton style seat furnished in place of buggy seat on any Square Deal Buggy, \$2.50 extra. Can furnish phaeton seat on bodies 22, 24 or 26 inches wide. On 26-inch body we only furnish one style of auto seat, namely, our style A-11 Sunken Panel Seat. We show four different styles of automobile seats, any one of which we can furnish on any Square Deal Buggy in place of regular buggy seat, at the following extra charge: Style A-8, Automobile seat, which is a plain seat, \$2.00; Style A-7, Twin Automobile seat, \$10.00; Style A-11, Sunken Panel Automobile seat, \$10.00; Style A-2, Automobile seat, \$8.00. Where some particular style regularly furnished with automobile seat is wanted with regular buggy seat, we allow this same amount in furnishing buggy seat instead of auto seat.

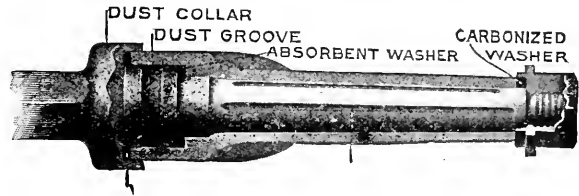
WHEELS—Second-growth split hickory, thoroughly seasoned stock, carefully inspected and tested, with rock elm hubs—good deep felloes. Tired with $\frac{1}{4}$ -inch round edge Gautier steel, which is set hot. Sarven patent, $\frac{7}{8}$ -inch, 40 and 44 inches high, regular size. We can, however, furnish $\frac{3}{4}$ -inch without extra charge, and wheels 36 and 40, 38 and 42 or 42 and 46 inches high, instead of regular without change in price. 1-inch wheels instead of regular, 50 cents extra. Staggered spoke wheels instead of Sarven patent, \$1.00 extra. Heavy 5/16-inch tires instead of $\frac{3}{4}$ -inch, 75 cents extra. We only furnish 5/16-inch tires on 1-inch wheels, and nothing lighter. We do not recommend for our buggies any heavier than 1-inch wheels, for that is plenty heavy enough with the quality of our wheels to do any work required of them. Rubber tires furnished on any Square Deal Buggy in place of steel tires at the following extra cost: $\frac{3}{4}$ -inch, \$13.00; $\frac{7}{8}$ -inch, \$15.00; 1-inch, \$17.50.

GEAR—Double reach, made very strong and well braced. Light in appearance. Reaches reinforced with steel plates on bottom and are braced to rear axle. Our interlocking rear circle and rear kingbolt fifthwheel is regularly furnished on Square Deal Buggies.



Rear circle interlocking rear kingbolt fifthwheel as used on our Square Deal Buggies.

AXLES—Long distance dust-proof steel axles, fan tailed and swedged, with axle beds cemented and fitted perfectly to steel axles. Regular size is 15/16-inch, and we regularly furnish—as each illustration shows—medium arch or drop axles as desired. Where regular arch or drop axles are shown, we can furnish instead, high arched axles, say $4\frac{1}{2}$ -inches, instead of regular, for \$2.50 extra. Where something especially heavy is wanted we can furnish 1 1/16-inch instead of 15/16, for \$1.00 extra.



This style long distance steel axle furnished on our Square Deal Buggies.

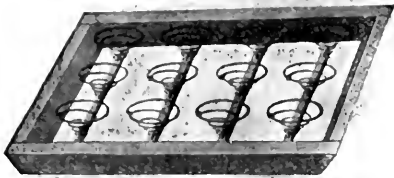
TRACK—Regular width of track is 4 feet 4 inches, 4 feet 8 inches or 5 feet 2 inches. Other widths of track furnished than above at an extra cost of \$1.00. For instructions how to order correct width of track, see page 12.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear, is regular on most Square Buggies. These springs are oil tempered and graded and tested and very easy riding. We can furnish, where wanted, instead of regular elliptic springs, Brewster and king coil side bar combination springs, for \$1.00 extra, or long easy riding Amesbury side springs, \$1.50 extra. Most of our Square Deal Buggies are illustrated with Bailey loops. Where wanted we can furnish wooden spring bar instead of Bailey loops without change in price. Where extra heavy springs are wanted on a wide 26-inch body, we recommend 4 and 5-plate springs which cost extra, \$1.00.

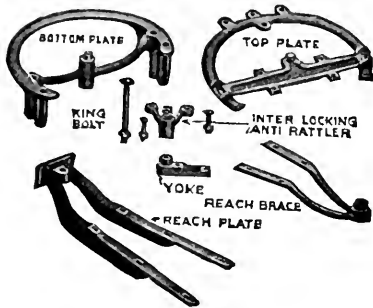
TOP—All Square Deal Buggies are priced with two kinds of tops, full rubber and leather quarter. Both tops are made exactly alike except one is all rubber and the other has leather quarters and leather backstays. Our tops are waterproof. Have good heavy waterproof side curtains; back curtain is lined and top is lined with heavy wool cloth. Lining in top is made to match upholstery in seat and back. Where blue trimmings are ordered, blue lining in top is furnished, and the same applies to other colors. We have a great many customers who prefer rubber top to a leather quarter top. One reason for this is that the rubber will never crack in cold weather as leather sometimes will, and a good rubber top such as we furnish on our Square Deal Buggies will give excellent satisfaction and really wear longer than the cheap leather quarter tops that are furnished on some buggies. On most all Square Deal Buggies we show regularly a 3-bow top. Where wanted we can furnish 4-bow top without extra charge or 2½ or 3½-bow handy top. Where a full leather top is wanted with rubber side curtains instead of leather quarter top, the additional charge is \$4.50, and if leather side curtains are wanted instead of rubber, the additional charge is \$4.50. We will furnish fancy pinking and stitching in top, 25 cents extra. Will put mirrors in backstays for 50 cents extra. Fancy arm loops in top, 75 cents extra. Oval lights in side curtains, 75 cents extra. Leather covered bow sockets furnished in place of japanned, \$2.75 extra.

SKELETON TOP—This is a style top that is becoming very popular lately, especially on automobile seats. We refer you to page 61, where we fully describe our skeleton top for Square Deal Buggies, and quote extra cost for same. Please bear in mind that the tops on Square Deal Buggies are full length; have good deep quarters; full width backstays; are well lined and made throughout; are waterproof and guaranteed to give the best of satisfaction.

CUSHION AND BACK TRIMMINGS—We take special care in upholstering cushion and back of our Square Deal Buggies. Cushion is box frame with 4 rows of soft coil springs. Back is solid panel style with soft automobile style coil springs. This makes a very comfortable seat. The regular upholstery on Square Deal Buggies is broadcloth, either dark green, blue or brown as selected. We can furnish drab color whipcord instead of broadcloth without extra charge. All seat sides are lined and padded. Where leather upholstery is wanted instead of broadcloth, we furnish an extra fine quality of dark green trimming leather, with seat sides and fall to cushion of genuine leather and not imitation. The extra charge for this in buggy seats or phaeton style seats is \$2.50 extra, and on automobile style seats, \$3.50 extra. We can furnish leather in tan or maroon color if preferred. We can also furnish good heavy car plush upholstery in seat and back on regular buggy or phaeton seats for \$3.50 extra and on automobile seats, \$4.50 extra.

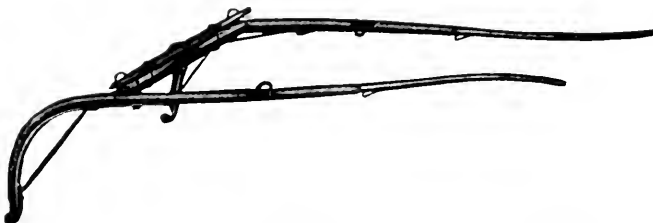


Box frame cushion showing four rows of soft automobile coil springs.



Interlocking rear circle fifthwheel.

PAINTING—This is a feature of a buggy that we know you are greatly interested in. Every one likes their new buggy well painted, not only that, but they want the paint to wear. Our Square Deal Buggies are painted with just as much care as any vehicle that we make. The workmanship is just as good as on the highest priced vehicle turned out of our factory and the paint will give the very best of satisfaction. Each coat is given plenty of time to dry and harden before the next coat is applied. Both body and gear are finished with an extra fine quality of finishing varnish, and when we say to you that our painting is handsome and attractive on our Square Deal Buggies, we are prepared to back that up in the strongest manner possible, and at the same time the material and the workmanship is of such character that the paint will give the very best of satisfaction. Bodies are regularly painted plain ivory black and seats black, except on some jobs our Sunken Panel Automobile seat is furnished with the panels painted to match the gear, either in red, blue, green or brown, as may be desired. We can furnish any color painting that you may want and do not make any extra charge for this. Gears are painted dark

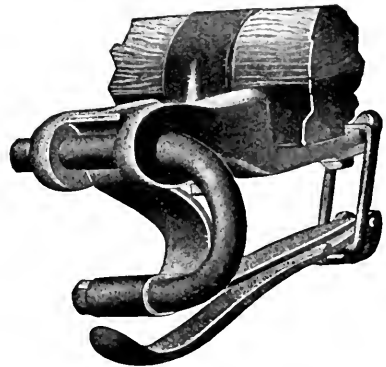


Our Square Deal Shafts are made of carefully selected and thoroughly seasoned split hickory. Double braced and full leather trimmed.

Brewster green, black, light or dark red, brown or canary yellow, giving you your choice in these colors on our Square Deal Buggies without changing the price. Of course, where some special color is wanted, such as silver bronze, or some other special color, we have to charge extra. We can furnish any color that may be desired, but the additional charge would be \$2.50. Where fancy striping is wanted on body with ornaments on seat risers, we can furnish same on any Square Deal Buggy at an extra charge of \$1.00.

SHAFTS—We furnish on our Square Deal Buggies a guaranteed shaft, made of carefully selected second-growth split hickory stock, which has been thoroughly seasoned. Our shafts are well ironed and are reinforced with heel braces. As shown on illustration here, they are full leather trimmed and guaranteed in every way. Where pole is wanted in addition to shafts, the extra charge is \$5.25. Where pole is wanted in place of shafts, the extra charge is \$3.25.

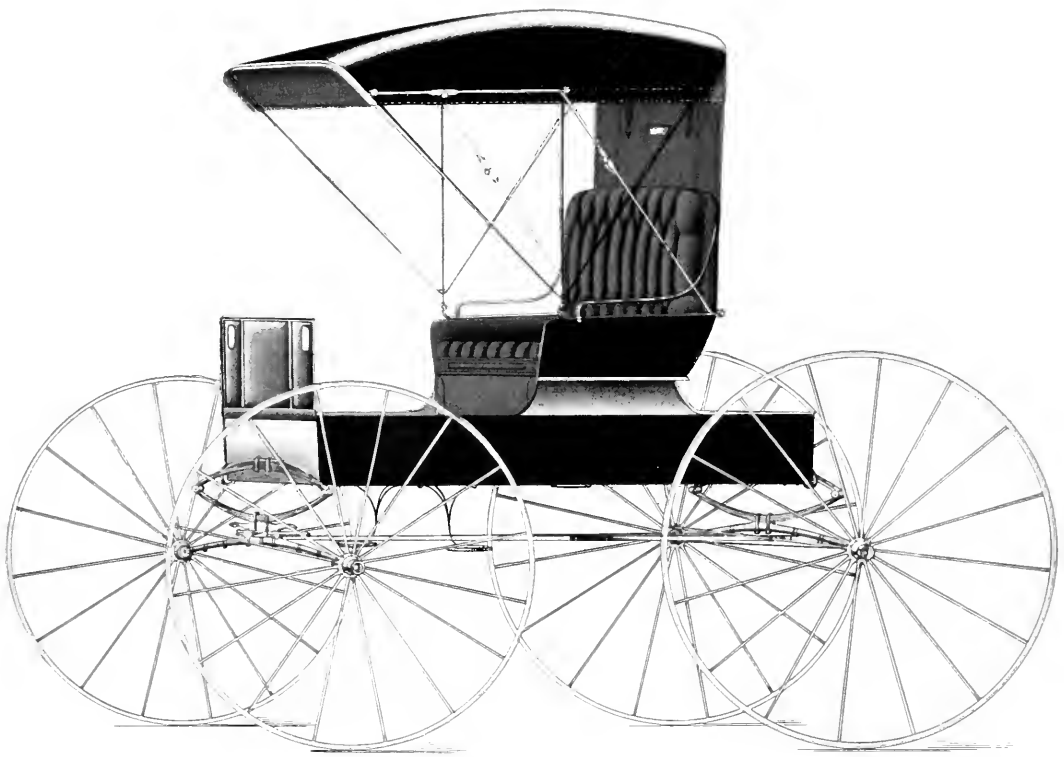
FIXTURES—Our Square Deal Buggies are completely equipped with all of the late and up-to-date features, including genuine patent leather dash, full length, good quality carpet in bottom of body; waterproof boot on back of body; good heavy waterproof storm apron; three-prong steps; quick-shifting shaft couplings; whipsocket, axle wrench and washers, in fact, everything is complete. We can furnish the following extras in the way of fixtures where desired: Double bar nickel-plated dash rail on any dash, 50 cents extra. Single bar dash rail or nickel moulding on dash, 40 cents extra. Nickel plated rope pattern panel rail over back, 50 cents extra. Nickel plated hub bands on wheels, 50 cents extra. Nickel plated dust caps to fit nickel plated hub bands, 75 cents extra. Dust caps cannot be furnished unless nickel plated bands are ordered. Nickel plated axle nuts, 25 cents extra. Nickel plated rope arm rails, 75 cents extra. Nickel plated seat handles, 50 cents extra. Leather boot furnished in place of regular boot, \$1.25. Bradley quick-shifting shaft couplings instead of regular couplings, 75 cents extra. Large handsome padded wing dash instead of straight dash, \$2.50 extra. Rubber padded steps instead of regular, 75 cents extra. Foot brake, \$5.00 extra. Longitudinal center spring, \$1.00 extra. Rubber mat in bottom in place of carpet, 50 cents extra. Heavy solid brass rails furnished on any style automobile seat, the same style rail as we show on page 37, \$1.50 extra.



This is the quick-shifting shaft coupling furnished regularly on Square Deal Buggies. This is made so that the old style shaft eye may be used. Shafts can be taken out or put in in one minute's time.

CHANGES—In the description of each part of our Square Deal Buggies, we have endeavored to cover any change that we think you might want. There is always a chance of our having overlooked something, and it may be possible that you will want one of our Square Deal Buggies with some change or some extra on it that we have not covered in the description here. If this is the case, do not make up your mind that we cannot furnish it because we have not described it here, but before you go elsewhere write us. We will be very glad indeed to tell you whether we can or cannot make the change that you desire. We have every facility that any up-to-date Buggy Manufacturer has. We build our own buggies from the ground up and we can make any reasonable change that any buggy user may want, and we ask you to bear this in mind providing you do not find just the style buggy that suits you in the styles shown between pages 55 and 69.

WEIGHT—When packed and boxed for shipment our Square Deal Buggies with regular buggy or phaeton seat will weigh approximately 500 to 515 lbs., and with automobile seats about 525 lbs.



No. 1255 Split Hickory Square Deal Buggy

PRICED WITH SHAFTS AND STEEL TIRES

Terms how to order and 10-day free trial. See full description on page 52.

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

The small detailed description given under each illustration of our Square Deal Buggies is only to show the regular construction of that particular buggy, and we ask as a special favor in order to fully appreciate the extreme value that we are giving in our Square Deal Buggies, that you read carefully the full description on pages 52, 53 and 54.

BODY—24 inches wide, 56 inches long, piano box style.

WHEELS—Sarven patent, $7\frac{1}{2}$ -inch, 40 and 44 inches high. See pages 52, 53 and 54 for further description.

GEAR—Regular Square Deal quality, strong and durable.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear.

AXLES—2,000-mile, dust-proof, 15, 16-inch, nicely arched.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—3-bow, leather quarter or all rubber as desired. For further description of top and options, please read pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green wool

broadcloth. For optional changes and further description, please read pages 52, 53 and 54.

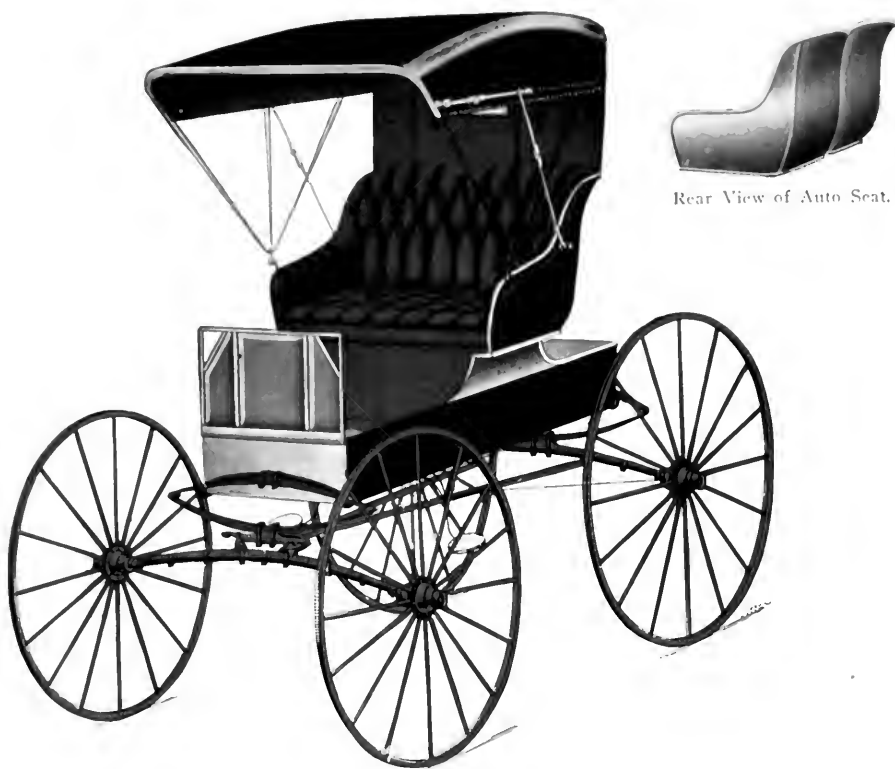
PAINTING—This buggy as regularly painted has black body and seat, and a handsome shade of red on gear and wheels. Can change style of painting if desired. For further description of painting and for changes, please read pages 52, 53 and 54.

SHAFTS—Regular Square Deal quality, full trimmed and ironed.

FINITURES—Fully described in the general description on pages 52, 53 and 54.

CHANGES AND EXTRAS—All changes and all extras that can be furnished are listed on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 515 lbs.



Rear View of Auto Seat.

No. 1255 A Split Hickory Square Deal Auto Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

This buggy is built exactly like No. 1255 on page 55, except it is regularly furnished with our A-7 Twin Automobile seat. For further and complete description and for illustration of all special and attractive features regularly furnished on this buggy, and also for such changes as you may want, or for any extras desired, please read carefully pages 52, 53 and 54.

BODY—24 inches wide, 56 inches long, with style A-7 Twin Automobile seat.

WHEELS—Sarven patent, 7½-inch, 40 and 44 inches high. See pages 52, 53 and 54 for further description.

GEAR—Regular Square Deal quality, strong and durable.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear.

AXLES—2,000-mile, dust-proof, 15 1/16-inch, nicely arched.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—3-bow, leather quarter or all rubber as desired. For further description of top and options, please read pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in a very handsome shade of dark brown wool broadcloth. For description of upholstering, please refer to pages 52, 53 and 54.

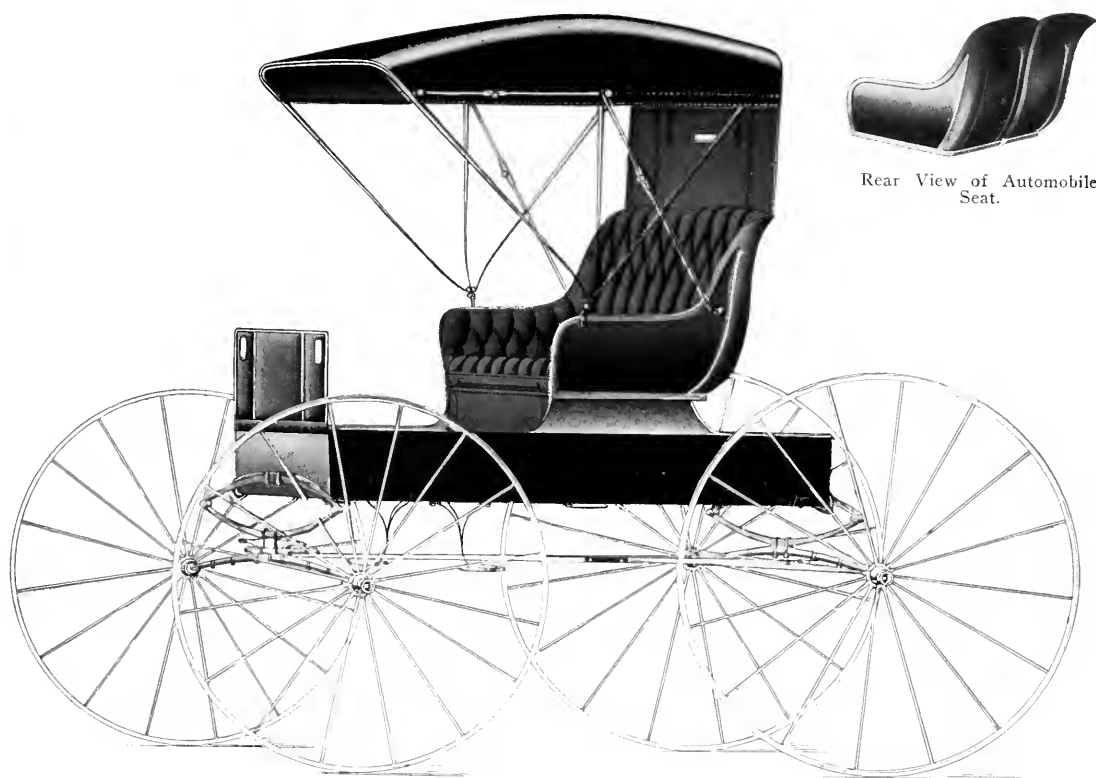
PAINTING—Gear and wheels, handsome shade of dark brown, very neatly striped. Body and seat, plain black. Seat painted brown if wanted without extra charge. For description of painting, see pages 52, 53 and 54.

SHAFTS—Regular Square Deal quality, full trimmed and ironed.

FIXTURES—Fully described in the general description on pages 52, 53 and 54.

CHANGES AND EXTRAS—All changes and all extras that can be furnished are listed on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 525 lbs.



Rear View of Automobile Seat.

No. 1255 B Split Hickory Square Deal Auto Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

No. 1255 B has always been one of our most popular style Square Deal Buggies. It is furnished with our handsome Sunken Panel Automobile Seat, making it an up-to-date buggy in every way, and at the extremely low price quoted it is an exceptional bargain. Please be sure to read carefully pages 52, 53 and 54 which will give you complete information on all special features furnished, as well as information as to any changes you may desire which we can make.

BODY—24 inches wide, 56 inches long, piano box style, with A-11 sunken panel automobile seat.

WHEELS—Sarven patent, $7\frac{1}{8}$ -inch, 40 and 44 inches high. See pages 52, 53 and 54 for further description.

GEAR—Regular Square Deal quality, strong and durable.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear.

AXLES—2,000-mile, dust-proof, 15/16-inch, nicely arched.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instruction how to order correct width of track, see page 12.

TOP—3-bow, leather quarter or all rubber as desired. For further description of top and options, please read pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green wool broadcloth. For optional changes and further description, please read pages 52, 53 and 54.

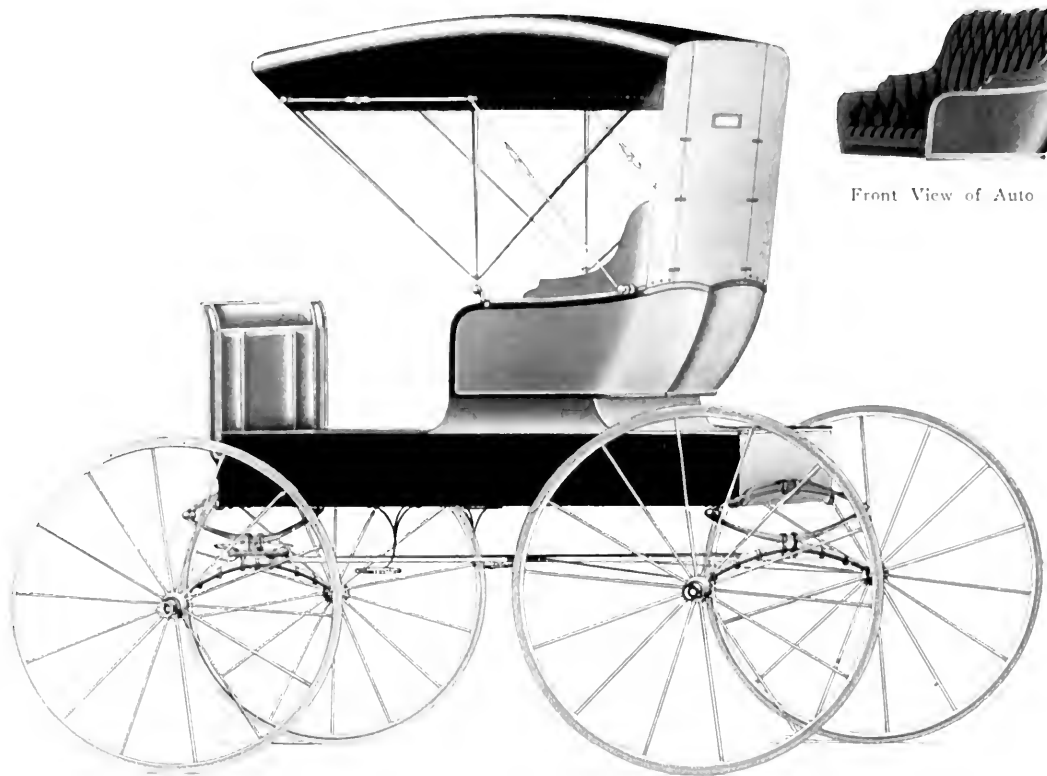
PAINTING—Gear and wheels, very handsome shade of red, nicely and artistically striped. Body, plain black, seat, black with panels painted dark Brewster green. Can paint the panels red or black if desired without change in price. For further description of painting and for changes, please refer to pages 52, 53 and 54.

SHAFTS—Regular Square Deal quality, full trimmed and ironed.

FIXTURES—Fully described in the general description on pages 52, 53 and 54.

CHANGES AND EXTRAS—All changes and all extras that can be furnished are listed on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 525 lbs.



Front View of Auto Seat.

No. 1255 C Split Hickory Square Deal Auto Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

This is one of our Square Deal Buggies equipped with a wide, roomy and comfortable automobile seat—our regular style A-2 auto seat—which is one of our most popular styles. No. 1255 C is exactly the same as No. 1255 on page 55, which is fully described on pages 52, 53 and 54, except it has auto seat, wing dash and high arched axles. Please be sure to read carefully the description given on pages 52, 53 and 54, and note the changes that can be made in construction and in the finish.

BODY—24 inches wide, 56 inches long, furnished with style A-2 Twin automobile seat. For further description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent, 7/8-inch, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255, page 55, except has high arched axles, 4 1/2-inch arch. For further description and any changes desired, see pages 52, 53 and 54.

SPRINGS—Three and four plate, elliptic. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—15 1/2-inch, 4 1/2-inch high arch, 2,000 mile, dust-proof. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three bow, leather quarter or all rubber as desired. For further description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green wool broadcloth. For further description and any changes desired, see pages 52, 53 and 54.

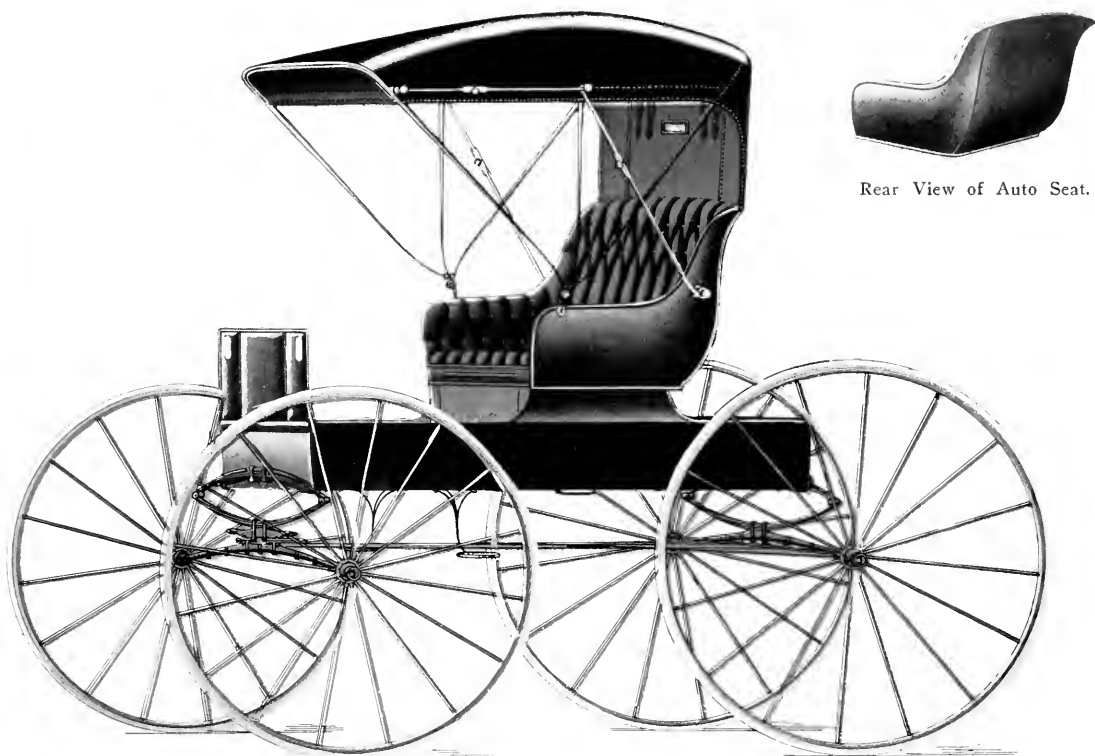
PAINTING—Gear, very handsome shade of red, neatly striped. Body and seat, jet black. For further description and any changes desired, see pages 52, 53 and 54.

SHAFTS—Same as furnished on No. 1255, page 55. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as No. 1255, except has handsome padded, patent leather wing dash. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—Can furnish plain, straight or curved padded patent leather dash instead of wing dash at a reduction of \$2.50; can furnish regular arched axles instead of high arched at a reduction of \$2.50; can furnish buggy seat instead of automobile seat at a reduction of \$8.00 in price. For complete information on any changes wanted or any other extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 525 lbs.



Rear View of Auto Seat.

No. 1255 D Split Hickory Square Deal Auto Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

The illustration above is one of our Square Deal Buggies furnished with plain automobile style seat. This makes a very neat and attractive looking buggy; is strong and durable and very popular with our customers. At the price quoted it is a splendid value. All of the special features that are illustrated and described on pages 52, 53 and 54, are furnished regularly on this buggy, as it is exactly the same—built in every way just like No. 1255 on page 55, except has automobile style backstays, bent auto style bow sockets and automobile style seat. For a full and complete description of every part of this buggy, and for changes that can be made in the general construction and finish, please read carefully pages 52, 53 and 54.

BODY—24 inches wide, 56 inches long, furnished with style A-8 plain automobile seat. For further description and changes wanted, please refer to pages 52, 53 and 54.

WHEELS—Selected second growth split hickory. Sarven patent, 40 and 44 inches high. See pages 52, 53 and 54 for changes.

GEAR—Same in every way as No. 1255, page 55.

SPRINGS—Elliptic style, three-plate front, four-plate rear.

AXLES—15/16-inch, nicely arched, 2,000-mile, dust-proof.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—3-bow leather quarter or all rubber top as desired, with automobile style backstays and bent auto style bow sockets. For changes and for full description of top, please see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in heavy dark green wool broadcloth. For changes and for further description of upholstering, please refer to pages 52, 53 and 54.

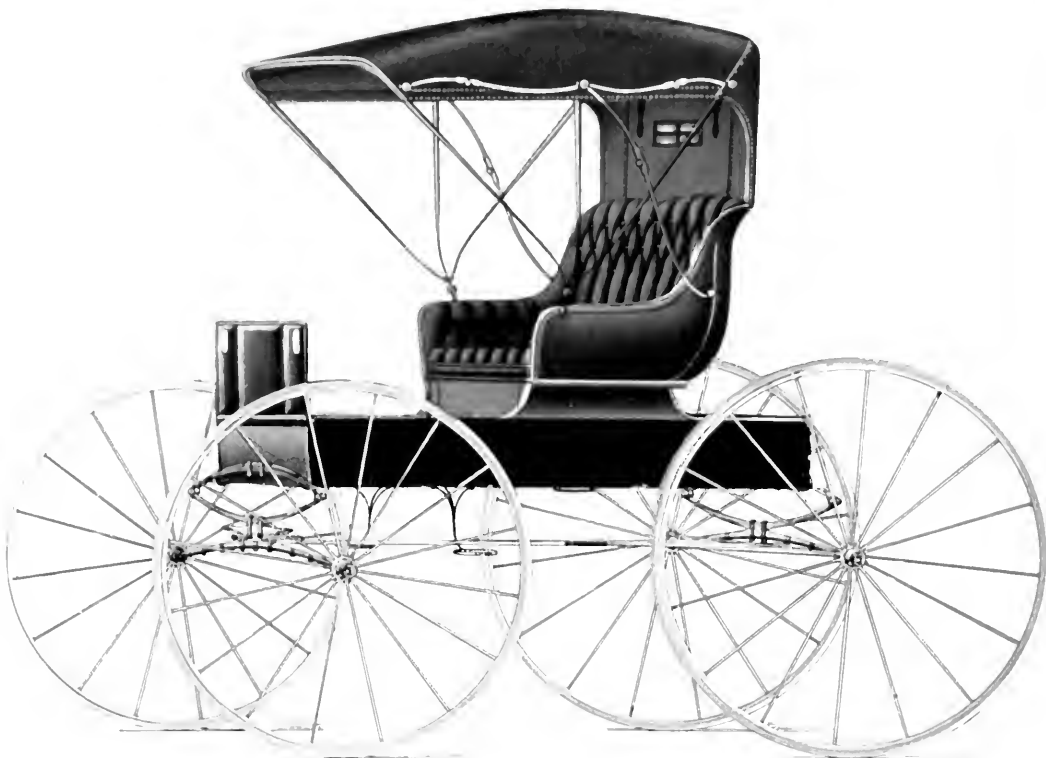
PAINTING—Gear, dark brewster green, neatly striped, body and seat, plain black. For further description of painting and for changes, please see pages 52, 53 and 54.

SHAFTS—Regular Square Deal quality, full trimmed.

FIXTURES—Same as No. 1255, page 55.

CHANGES AND EXTRAS—Can make any change as described on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1255 E Split Hickory Square Deal Skeleton Auto Top Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

On the opposite page we illustrate and fully describe the top furnished on No. 1255 E. This is a skeleton top, unlined, and made in automobile style, with bent sockets, curved top joints and rear extension top joints—has automobile style backstays, and this top is made of heavy 32 oz. English Grain Rubber Duck, absolutely water-proof and a strictly first-class top in every way. It is a style of top that is growing in popularity every day. We have sold thousands of buggies equipped with this style top and in every case they have given the very best of satisfaction. Please read the full description of this top on opposite page. Please be sure to read carefully pages 52, 53 and 54 for further description and for illustration of the special features furnished on this buggy.

BODY—24 inches wide, 56 inches long, piano box style. For further description of body and for changes, please refer to pages 52, 53 and 54.

WHEELS—Sarven patent, split hickory quality, 74-inch, 40 and 44 inches high. For changes in wheels and for further description, please refer to pages 52, 53 and 54.

GEAR—Same in every way as No. 1255 on page 55.

SPRINGS—Three-plate front, four-plate rear, elliptic style. For description of springs, see pages 52, 53 and 54.

AXLES—15 1/16-inch, nicely arched. For further description of axles, please see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—3 bow style, bent auto style bow sockets, automobile style backstays, skeleton unlined auto style top, made of heavy 32-oz. English rubber duck. See opposite page for further description of top.

CUSHION AND BACK—Upholstered in dark green, heavy wool broadcloth. For changes in upholstering and for full description, see pages 52, 53 and 54.

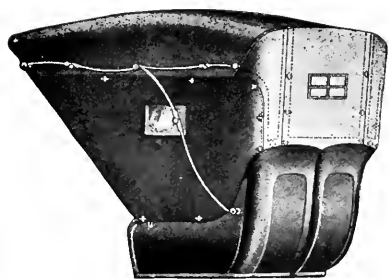
PAINTING—Gear very handsome shade of red, nicely striped. Body and seat black with red panels in seat. This can be changed and seat can be furnished painted all black, or with some other color in panels if preferred. Please see pages 52, 53 and 54 for further description and for changes.

SHAFTS—Same as furnished regularly on No. 1255 Square Deal Buggy.

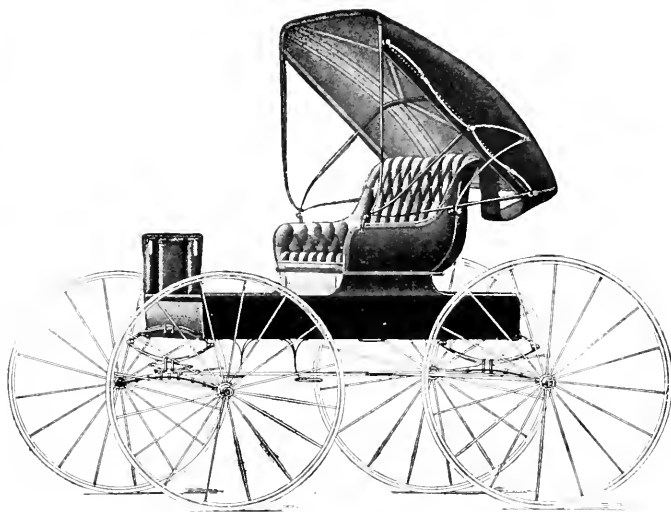
FIXTURES—Same in every way as No. 1255, page 55.

CHANGES AND EXTRAS—Please refer to pages 52, 53 and 54 for any changes that may be desired in the construction or finish of this buggy, and for the cost of any extras that you may want to add.

WEIGHT—When packed for shipment, approximately 525 lbs.



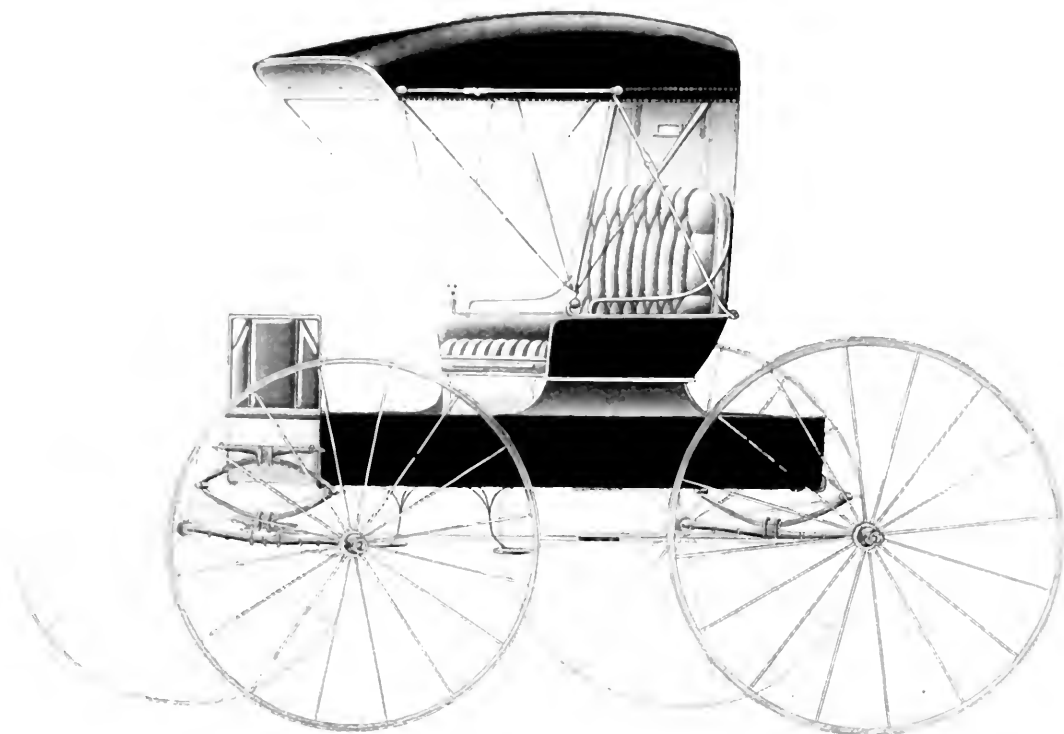
This shows rear and side view of our Skeleton Automobile style top, showing side curtains on, and the window lights that are furnished in rear and side curtains. These window lights are made of Mica. Notice that the curtains are fitted up very closely all around.



This shows inside view of our skeleton automobile top as it appears when furnished on one of our Square Deal Buggies.

We call attention with a great deal of pleasure to the Skeleton Automobile Style Top illustrated above. We have been furnishing this style top on both our Square Deal and Split Hickory Special line of buggies for several years and have a great many customers who would not use any other kind of top. It is made especially strong and substantial—is unlined, which means that it is easy to keep clean. The material is heavy 32 oz. rubber duck for roof, back curtain, side quarters, backstays and side curtains. Side curtains are carefully fitted so as to make the top absolutely waterproof. We have proven by actual use that a top of this kind is better than the ordinary leather quarter or full rubber top—it looks better—especially on an automobile seat—than the regular top, and it will wear longer and is a better protection from the rain, wind and storm. As the illustration shows, we furnish large Mica window lights in back and side curtains, joints are curved and there is an extra extension curved joint on the outside. Bow sockets are bent auto style. This top is regularly furnished on No. 1255 E, but can be furnished on any other automobile seat buggy at the price quoted, namely, \$3.00 above the regular price of rubber top on any Square Deal Buggy. If you are interested in this top and want to see a sample of the material of which it is made, write us, we will be glad to forward you a sample free.

You will be more than pleased with it and consider it well worth the slight difference in cost over the ordinary top.



No. 1255 F Split Hickory Square Deal Wide Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

No. 1255 F is our regular Square Deal Buggy built in every way exactly the same as No. 1255, page 55, which is fully described on pages 52, 53 and 54, except that it has 26 inch body instead of 24 inch, 1-inch wheels instead of $\frac{3}{4}$ -inch, 1 1-16-inch axles instead of 15-16 inch, and 4 and 5 plate springs instead of 3 and 4 plate, and 4-bow instead of 3-bow top. This makes a good, wide, roomy, heavy buggy, suitable for any purpose and will give the best of satisfaction. Please read carefully pages 52, 53 and 54, which give a complete description of this buggy and shows illustrations of many of the special features regularly furnished and also gives in detail any number of changes that can be made if desired.

BODY—26 inches wide, and 56 inches long. For further description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent style, 1-inch, with heavy 5-16-inch tires, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255, except it is furnished with 1 1-16-inch axles and four and five-plate springs, with wood spring bars instead of Bailey loops. For further information and any changes desired, see pages 52, 53 and 54.

SPRINGS—Four-plate front five-plate rear, elliptic style. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—1 1-16-inch, 2,000-mile, dropped. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Four-bow, leather quarter or all rubber as desired. For further description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green, wool broadcloth. For further description of upholstery and extra charge for leather trimmings instead of cloth, or any other changes desired, see pages 52, 53 and 54.

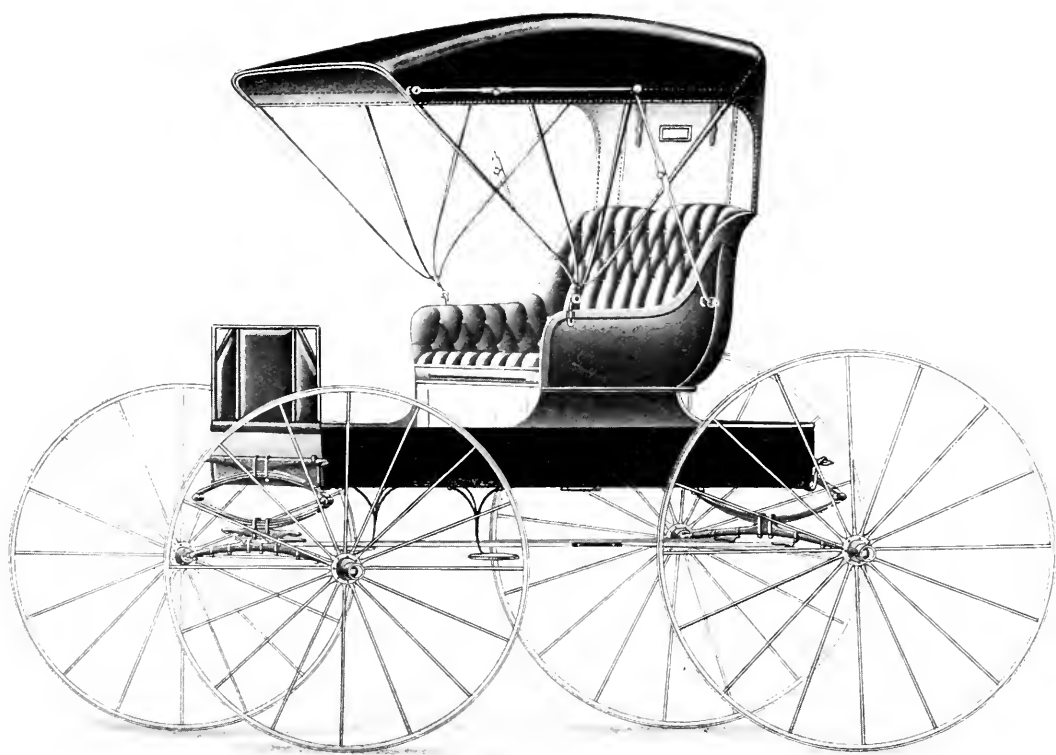
PAINTING—Gear, dark Brewster green, neatly striped. Body, plain black. For further description and any changes desired, see pages 52, 53 and 54.

SHAFTS—Same as furnished on No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes wanted, or any extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 565 pounds.



No. 1255 G Split Hickory Square Deal Wide Auto Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

This buggy is the same as the one on the opposite page except that it is equipped with our new style A-11 Sunken Panel Automobile seat—has bent auto style bow sockets and auto style backstays. Aside from these changes it is exactly the same as No. 1255 F on the opposite page. We have a great many customers who want plenty of seat room in an automobile seat buggy and who want a little heavier buggy than the average. In our No. 1255 G we are building a buggy to suit this very purpose, and at the price quoted it is a splendid value in every way. Please be sure and read carefully pages 52, 53 and 54 which give a very complete description of this buggy and mention a great many changes that can be made in the construction and finish if desired.

BODY—26 inches wide, 56 inches long, furnished with style A-11 Sunken Panel Automobile Seat. For further description and changes wanted in body, please refer to pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent style, 1-inch, with heavy 5/16-inch tires, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255, except it is furnished with 1 1/16-inch axles and four and five-plate springs, with wood spring bars instead of Bailey loops. For further information and any changes desired, see pages 52, 53 and 54.

SPRINGS—Four-plate front, five-plate rear, elliptic style. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—1 1/16-inch, 2,000-mile, dropped. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Four-bow, leather quarter or all rubber as desired. For further description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green, wool broadcloth. For further description of upholstery and extra charge for leather trimmings instead of cloth, or any other changes desired, see pages 52, 53 and 54.

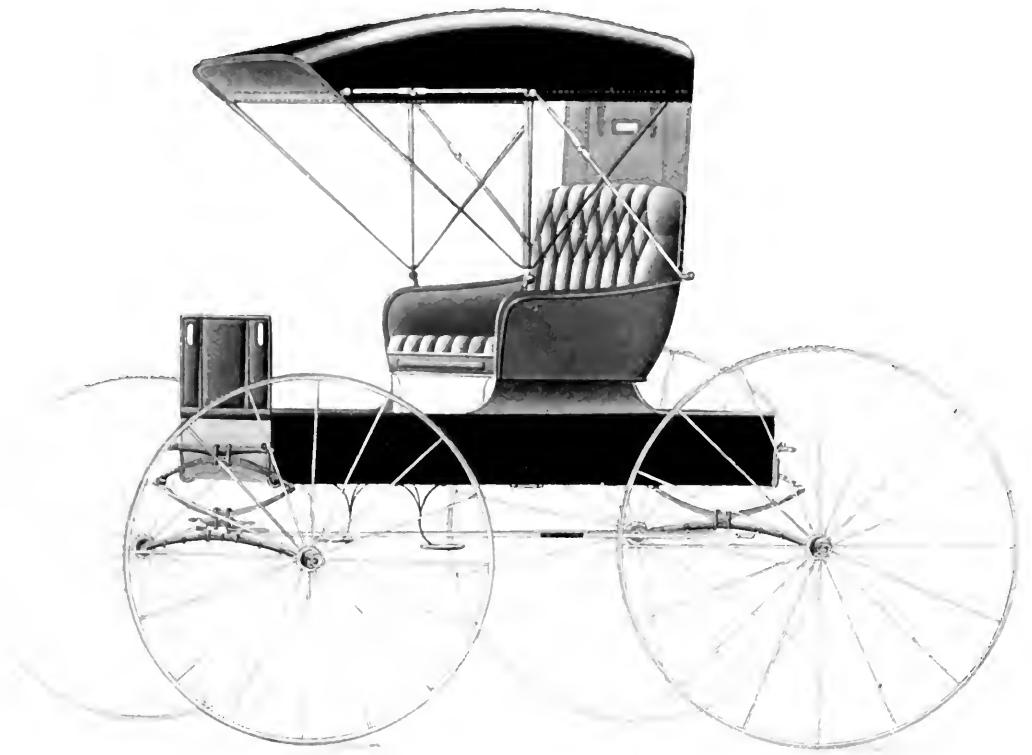
PAINTING—Gear, dark Brewster green, neatly striped. Body plain black. For further description and any changes desired, see pages 52, 53 and 54.

SHAFTS—Same as furnished on No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

FINITURES—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes wanted, or any extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 565 lbs.



No. 1255 H Split Hickory Square Deal Phaeton Seat Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

Our No. 1255 H is our Square Deal Buggy furnished with phaeton style seat, which is a style of seat that is very popular and has been in use for a great many years. It is a nice, wide, roomy and comfortable seat, well upholstered and makes a nice buggy. For a full and complete description with changes, please read carefully pages 52, 53 and 54.

BODY—24 inches wide, 56 inches long. For further description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory. Sarvon patent style, 7 8-inch, 40-44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

SPRINGS—Three and four plate, elliptic. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—15 16-inch, 2,000 mile, arched. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three bow, leather quarter or all rubber, as ordered. For further description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green wool broadcloth. For further description and any changes desired, see pages 52, 53 and 54.

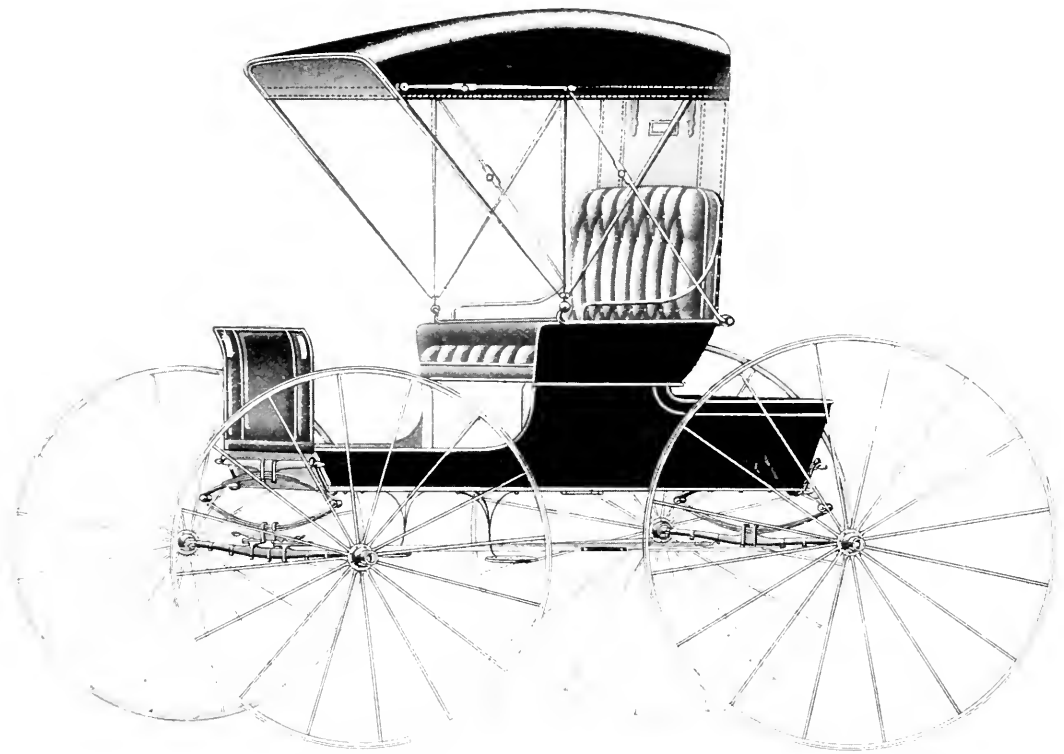
PAINTING—Gear, dark Brewster green, neatly striped. Body, plain black. For further description and any changes desired, see pages 52, 53 and 54.

SHAFTS—Same as furnished on No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes wanted or any extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 515 lbs.



No. 1255 I Split Hickory Square Deal Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

This is our Square Deal Buggy with Corning Style Body. Many of our customers prefer this style body because of its convenience in getting in and out. Outside of the change in body it is exactly the same as No. 1255 on page 55, which is fully described on pages 52, 53 and 54, and a great many changes enumerated which can be had if desired.

BODY—24 inches wide, 52 inches long, bottom measurement. For further description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent style, $\frac{3}{8}$ -inch, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255, page 55. For further description and any changes desired, see pages 52, 53 and 54.

SPRINGS—Three and four-plate, elliptic. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—15/16-inch, 2,000-mile, arched. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarter or all rubber, as ordered. For further description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green, wool broadcloth. For further description and any changes desired, see pages 52, 53 and 54.

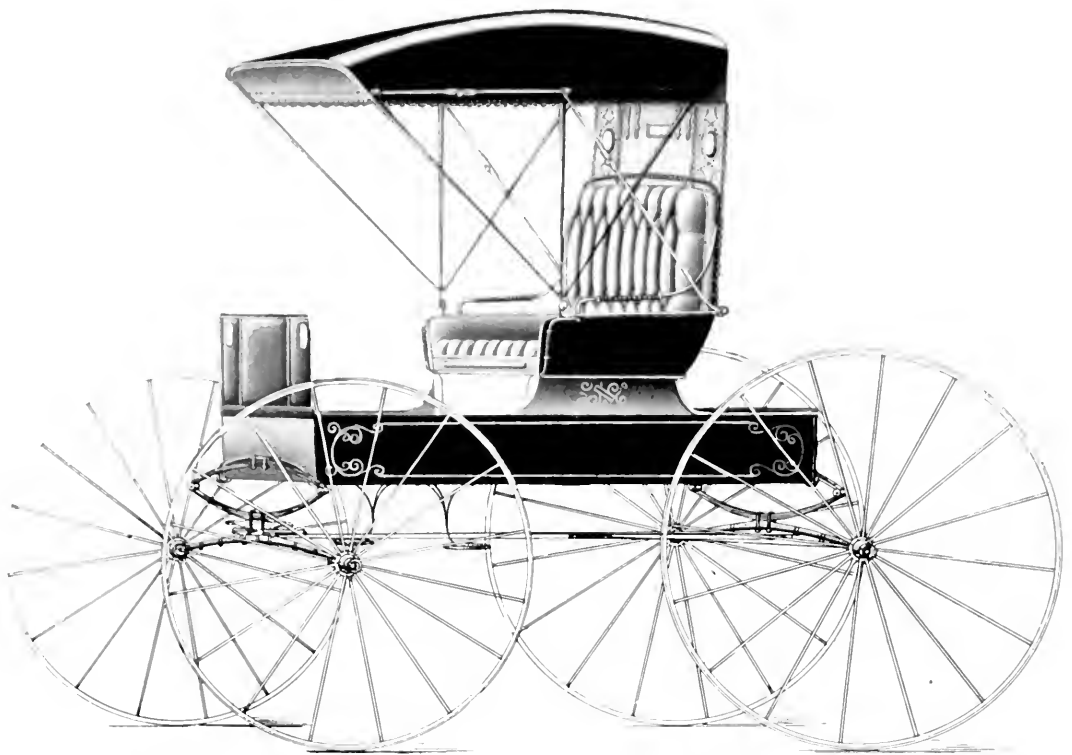
PAINTING—Gear, dark Brewster green, neatly striped. Body, plain black. For further description and any changes desired, see pages 52, 53 and 54.

SHAFTS—Same as furnished on No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes wanted or any extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 500 lbs.



No. 1255 J Split Hickory Square Deal Fancy Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

We have a great many customers who want their buggies finished up a little fancier than the ordinary run, and we are building our No. 1255 J especially to meet this demand. The body is nicely and neatly striped with a handsome ornament on the seat risers; top is furnished trimmed with pinking and fancy stitching in side quarters and backstays, with mirrors in backstays. This buggy is full silver mounted with dash rail, seat handles, arm rails and panel rail. Now, please bear in mind that this is not a real fancy buggy, but is gotten up in a neat and attractive manner and presents a very handsome appearance.

BODY—24 inches wide, 56 inches long. For description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent, 7 $\frac{1}{2}$ -inch, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255 on page 55. For further description and any changes desired, see pages 52, 53 and 54.

SPRINGS—Three and four-plate, elliptic. For description and any changes desired, see pages 52, 53 and 54.

AXLES—15 $\frac{1}{16}$ -inch, 2,000-mile, arched. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarter, or all rubber as desired, with fancy stitching and pinking in backstays and side quarters, and with mirrors in backstays. For description and any changes desired, see pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in dark green, wool broadcloth. For further description and any changes desired, see pages 52, 53 and 54.

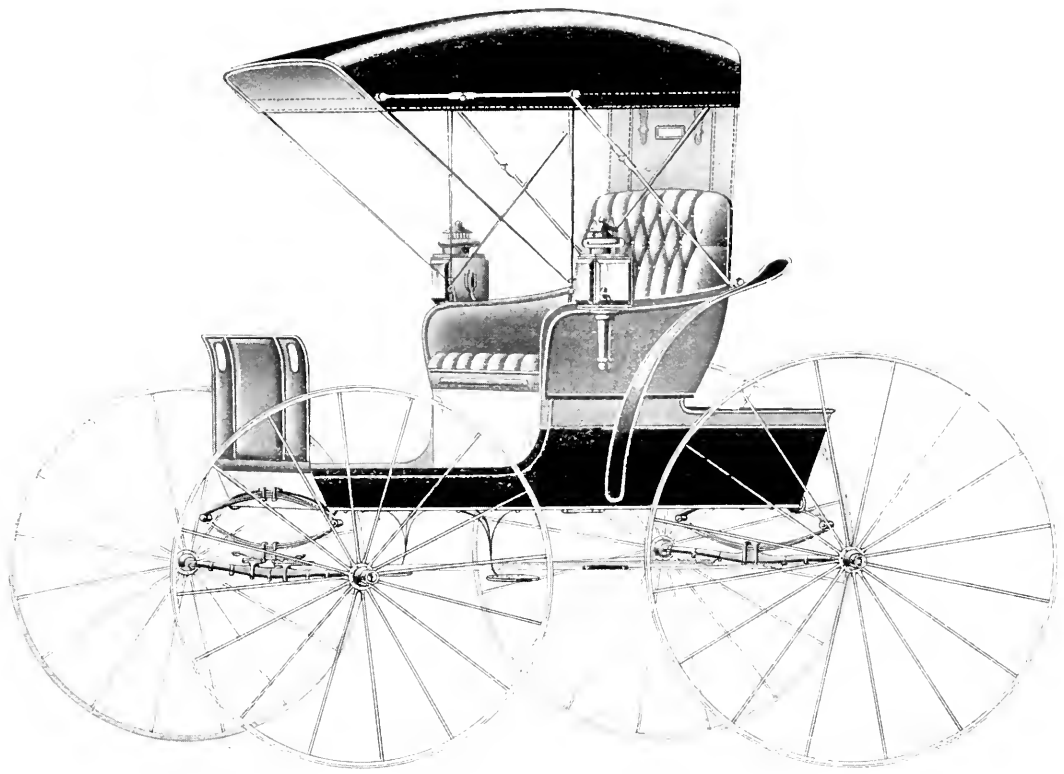
PAINTING—Gear, bright carmine red, with neat, black striping. Body, black with fancy design on panels and seat risers.

SHAFTS—Same as furnished on No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as furnished on No. 1255, regularly, with the addition of double bar, nickel-plated dash rail, nickel-plated seat handles, nickel-plated arm rails and nickel-plated panel rail over back. These, of course, can be omitted if not wanted at the following reduction in price: Dash rail, 50 cents; panel rail over back, 50 cents; arm rails, 75 cents; seat handles, 50 cents; mirrors in backstays can be left out at a reduction of 50 cents; pinking and fancy stitching could be left off top at a reduction of 25 cents. For further description and any changes desired, please refer to pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes wanted or any extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 500 lbs.



No. 1255 K Split Hickory Square Deal Phaeton Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

We show here our Square Deal Buggy with Corning style body, phaeton seat, lamps and fenders. This is a style of buggy that we have been building for a great many years, principally to take the place of a light phaeton. It is cheaper than a phaeton, but answers every purpose and makes a very handsome buggy in appearance besides being roomy, comfortable and substantial.

BODY—24 inches wide, 52 inches long, bottom measurement. For further description and any changes desired, see pages 52, 53 and 54.

WHEELS—Selected second growth split hickory, Sarven patent style, $\frac{7}{8}$ -inch, 40 and 44 inches high. For further description and any changes desired, see pages 52, 53 and 54.

GEAR—Same as No. 1255, page 55. For further description and any changes desired, see pages 52, 53 and 54.

SPRINGS—Three and four-plate elliptic. For further description and any changes desired, see pages 52, 53 and 54.

AXLES—15/16-inch, 2,000-mile, dropped. For further description and any changes desired, see pages 52, 53 and 54.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarter or all rubber, as ordered. For further description and any changes desired, see pages 52, 53 and 54.

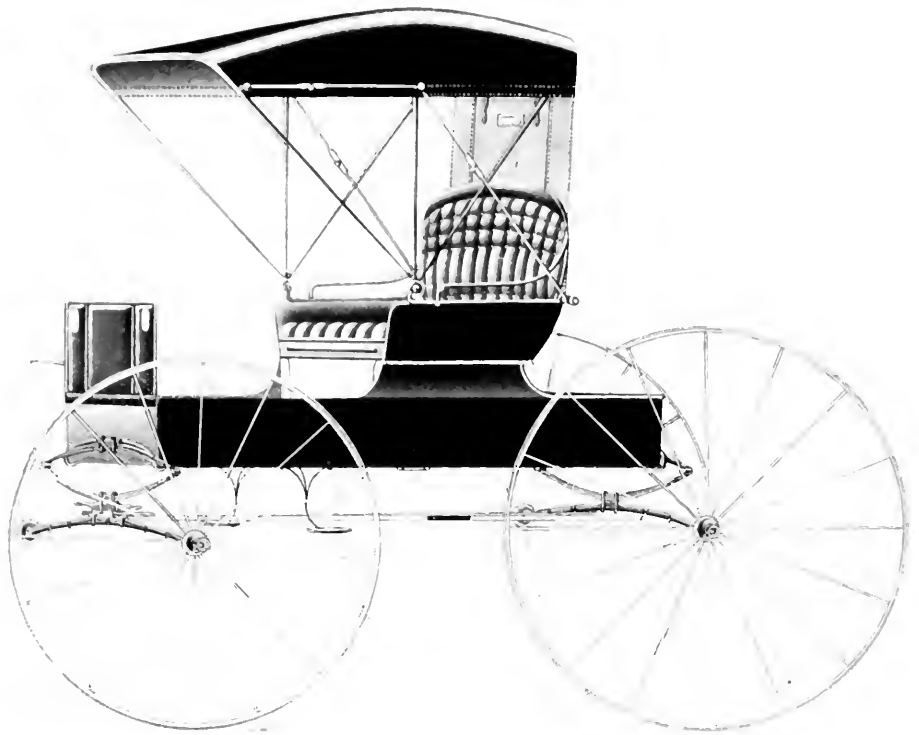
CUSHION AND BACK—Upholstered in dark green, wool broadcloth. For further description and any changes desired, see pages 52, 53 and 54.

PAINTING—Gear, dark Brewster green, handsomely striped. Body, plain black. For further description and any changes desired, see pages 52, 53 and 54.

FIXTURES—Same as No. 1255. For further description and any changes desired, see pages 52, 53 and 54.

CHANGES AND EXTRAS—For complete information on any changes or extras desired, please refer to pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 500 lbs.



No. 1255 L Split Hickory Square Deal Southern Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

Our No. 1255 L is a light buggy, made especially for our Southern trade. Is furnished with light 3/4-inch wheels, arched axles, Bailey loops—has 22 inch body, spring cushion and full drop back softly padded without springs. Has a good full length top and is nicely and substantially painted and upholstered. For a full and complete description with changes such as can be had if wanted on this buggy, please read carefully pages 52, 53 and 54.

BODY—22 inches wide, 56 inches long, furnished with regular buggy seat, with full drop back. For changes in body, please refer to pages 52, 53 and 54.

WHEELS—34-inch, good quality split hickory, with screwed rims, Sarven patent style, 40 and 44 inches high. For changes that we can make in wheels, please refer to pages 52, 53 and 54.

GEAR—Same in every way as No. 1255, page 55.

SPRINGS—3-plate front, 4-plate rear, elliptic style, same as regularly furnished on No. 1255, page 55.

AXLES—Nicely arched, 15/16-inch, 2,000-mile, dust-proof pattern.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—Three-bow style, either full rubber or leather quarter as ordered. For changes that can be had in top please read pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in good quality, strictly No. 1 genuine trimming leather, with seat sides and fall of cushion genuine leather, not imitation. For further description of upholstering, please read pages 52, 53 and 54.

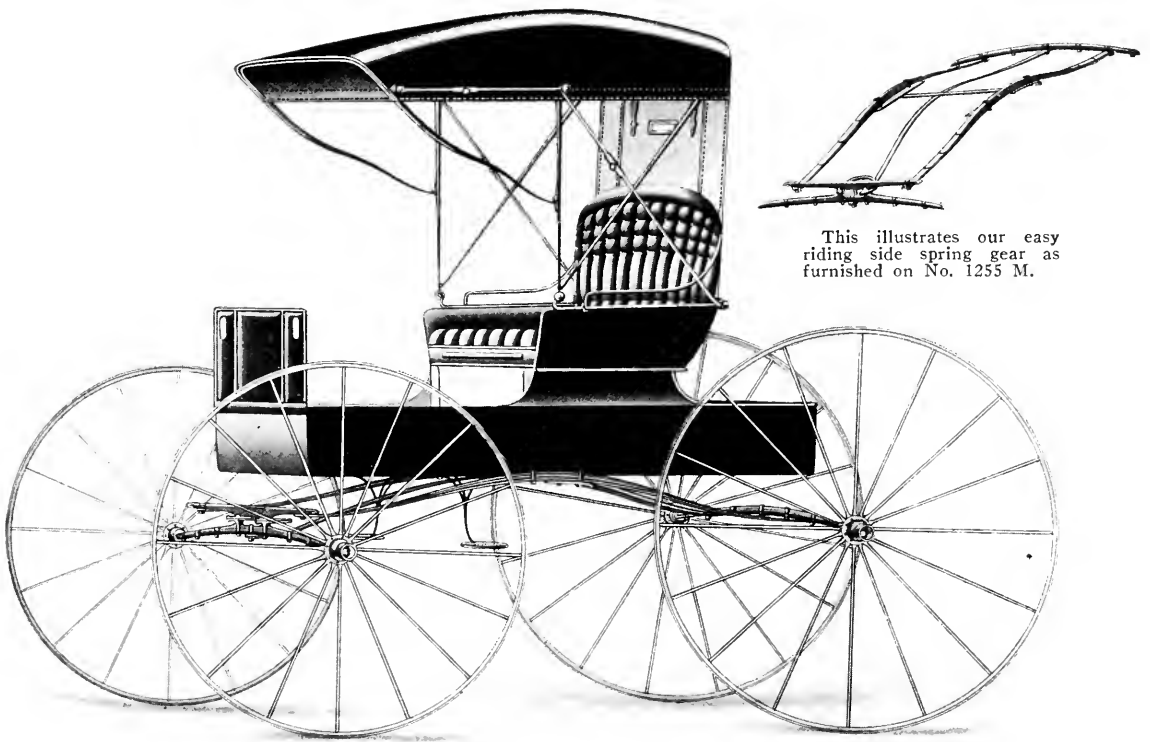
PAINTING—Gear, dark brewster green, neatly striped. Body and seat, plain black, or can be fancy striped, if desired. For complete description of painting and changes, please read pages 52, 53 and 54.

SHAFTS—Split Hickory Square Deal Quality, full trimmed and ironed.

FIXTURES—Same exactly as No. 1255, page 55.

CHANGES AND EXTRAS—Can make any changes as described on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 500 lbs.



This illustrates our easy riding side spring gear as furnished on No. 1255 M.

No. 1255 M Split Hickory Square Deal Side Spring Buggy

PRICED WITH SHAFTS AND STEEL TIRES

For full and complete description, with illustration of special features furnished regularly on our Square Deal Buggies, and for any changes that may be desired in the construction or finish, please read carefully pages 52, 53 and 54.

We build our No. 1255 M on long easy riding Amesbury side springs. These springs are specially tempered and are considered the easiest riding spring made. This style buggy is popular with our Southern trade. It has full drop back instead of panel spring back, handy top, and is trimmed in genuine leather. Makes a very handsome buggy in every way. Is built light, neat and substantial—finely painted and well upholstered. Is a splendid value at the price quoted.

BODY—22 inches wide, 56 inches long, furnished with regular buggy seat, with full drop back. For changes in body, please refer to pages 52, 53 and 54.

WHEELS— $\frac{3}{4}$ -inch, good quality split hickory, with screwed rims, Sarven patent style, 40 and 44 inches high. For changes that we can make in wheels, please refer to pages 52, 53 and 54.

GEAR—Same in every way as No. 1255, page 55.

SPRINGS—Long, easy riding, Amesbury side springs, specially tempered and graded.

AXLES—Nicely arched, 15/16-inch, 2,000-mile, dust-proof pattern.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. For instructions how to order correct width of track, see page 12.

TOP—2½ bow, either all rubber or leather quarter top as ordered. Can furnish 3½ instead of 2½ bow, or regular 3 or 4-bow top, if desired, without change in price. For

further description of top, please refer to pages 52, 53 and 54.

CUSHION AND BACK—Upholstered in good quality, strictly No. 1 genuine trimming leather, with seat sides and fall of cushion genuine leather, not imitation. For further description of upholstering, please read pages 52, 53 and 54.

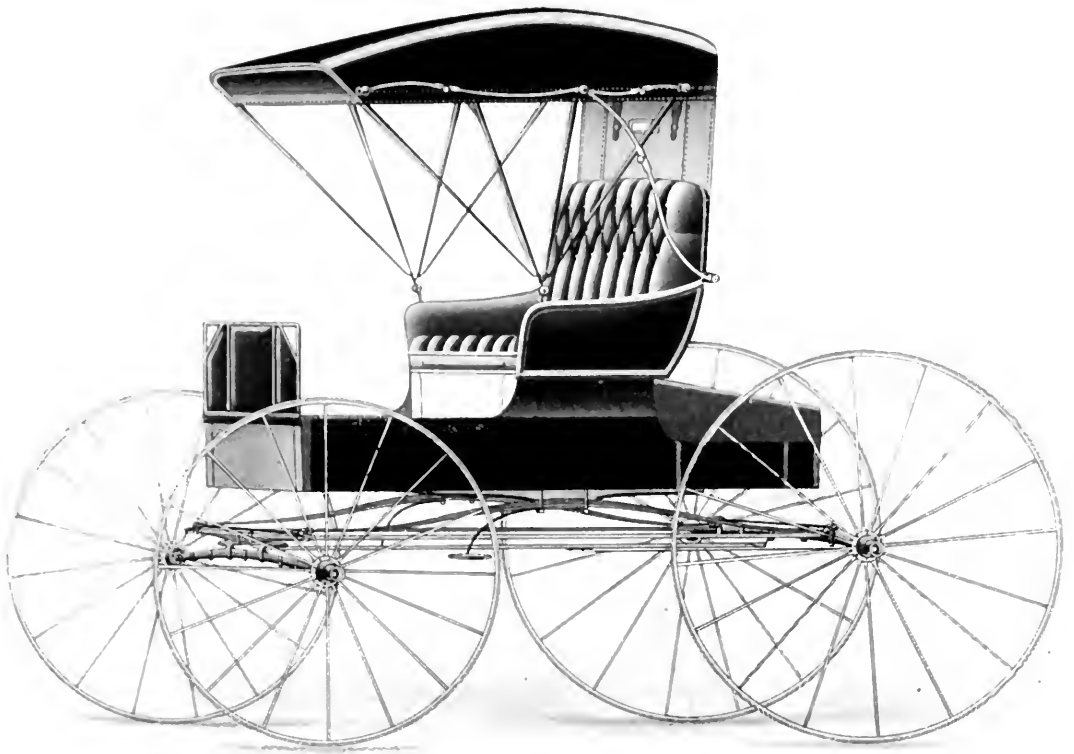
PAINTING—Gear, dark Brewster green, neatly striped. Body and seat, plain black, or can be fancy striped, if desired. For complete description of painting and changes, please read pages 52, 53 and 54.

SHAFTS—Split Hickory Square Deal Quality, full trimmed and ironed.

FIXTURES—Same exactly as No. 1255, page 55.

CHANGES AND EXTRAS—Can make any changes as described on pages 52, 53 and 54.

WEIGHT—When packed for shipment, approximately 500 lbs.



No. 1270 Split Hickory Concord Buggy

PRICED WITH SHAFTS AND STEEL TIRES

Those who prefer a medium proportioned Concord Buggy, with roomy seat proportions, and easy riding qualities, will find our No. 1270 a most satisfactory buggy. We build it in our best grade, with our best wrought iron gear construction and finest upholstery and painting. We positively save you at least \$25.00 dealers' profit on this buggy, and we prove our claim by shipping it subject to a thorough test and comparison.

TOP—Heavy hand grained, wide leather quarters and back-stays. Extra heavy water-proof rubber roof, back and side curtains. Heavy all wool headlining. Sewed front, also rear valances. Rear bow socket is reinforced. Top is made extra long and strong. Full leather top, \$5.00. Leather side curtains, \$5.00. Four-bow top, no extra charge.

BODY—26 by 57 inches. Panels made of heavy, air dried, yellow poplar. Corners are screwed, glued and plugged to prevent opening. Heavy ash frames and seat posts. No stronger body can be made.

WHEELS—1-inch rims, 1 1/16-inch round edge steel tires 1-inch thick, hot set and full bolted between each spoke. Split hickory selected second-growth rims and spokes. 1 1/4-inch wheels, \$1.50 extra. 5/16-inch tires, 75 cents extra.

GEAR—Heavy Concord style. Three split hickory, full ironed and braced reaches. Norway iron clips and bolts. Rear circle, unbreakable, guaranteed fifthwheel.

AXLES—1 1/16-inch. Sheldon's famous 2,000-mile, high collar, long distance, dust-proof, with split hickory full clipped and cemented axle caps. The finest made. Dropped axles if preferred.

SPRINGS—Heavy, 1 3/4-inch, five-leaf Concord pattern with equalizers front and rear. Graded for easy riding with light or heavy load.

SHAFTS—Our best second-growth split hickory shafts with the 20th Century braces and 30-inch point leathers. Pole instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

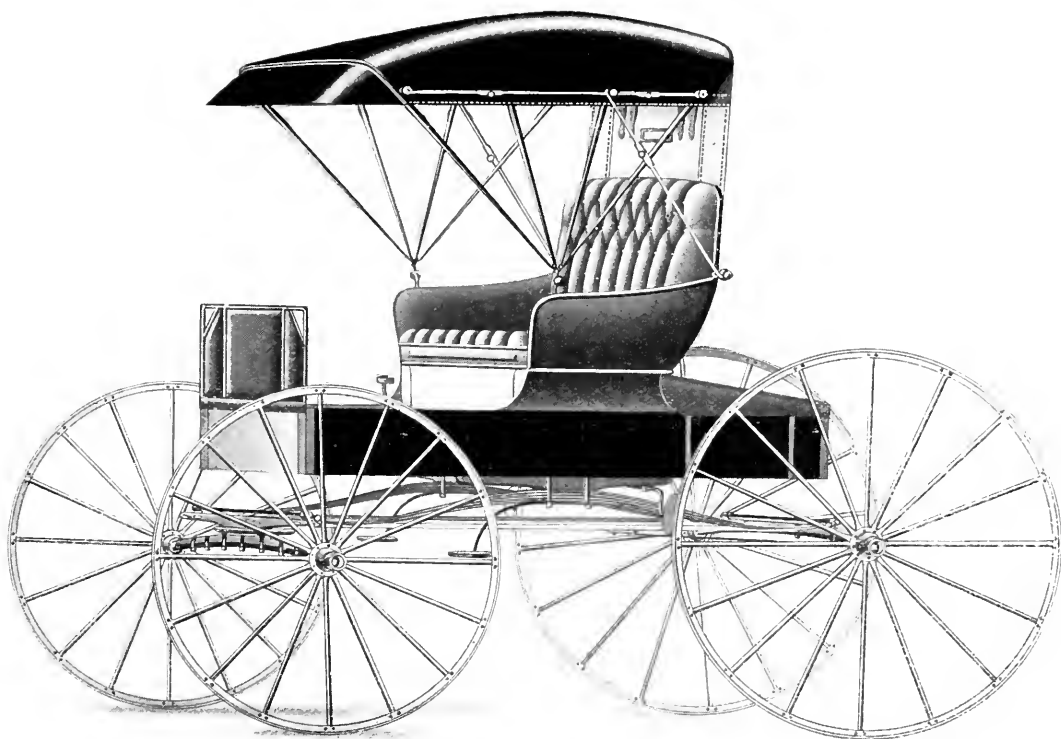
TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

PAINTING—Body and seat, ivory black, highly finished; gear, Brewster green, richly striped. Red, black or yellow gear, if wanted. Oil and lead system of hand painting used.

UPHOLSTERING—Genuine hand grained leather throughout. Tan or maroon leather, if preferred. All-wool cloth, \$1.50 reduction.

FIXTURES—Full length Brussels carpet, water-proof rubber rain apron, heavy "Boston" leather strapped boot, wrench, washers, quick shifting shaft coupling complete. Strapped genuine leather boot, \$2.00 extra. Brake, \$5.00 extra.

WEIGHT—Net, 425 pounds. Approximate shipping weight, 600 pounds.



No. 1271 Split Hickory Heavy Western Concord Buggy

PRICED WITH SHAFTS AND STEEL TIRES

This is the largest, heaviest, roomiest and strongest buggy made by us or any other manufacturer. Read the description carefully—note the proportions of body and gear. While it is a heavy buggy and intended for use on the roughest roads, it runs very easy and is not too large for one horse to handle. While the springs are made for extra heavy carrying capacity, they are graded to ride easy with a light or heavy load. Western dealers sell buggies in this proportion, but of an inferior quality for from \$125.00 to \$150.00.

BODY—30x60 inches. Panels are made of air dried poplar and are convex and extra thick. Back of body made sloping as illustrated. Corners are steel cased, making opening impossible. Heavy ash frames and seat posts. No stronger body can be made.

SEAT—Phaetonette pattern. Extra high back, deep sides and deep cushion. Seat is made of best grade air dried poplar, strongly braced. Springs in cushion and back. Seat room is full 37 inches.

WHEELS—1½-inch Sarven patent, 40 and 44 inches high, 5/16-inch tires. Riveted rims. Boxes set in white lead. Hot set electrically welded round edge steel tires. Full bolted between each spoke. Split hickory, second growth, rims and spokes. Better wheels are not made. 1½-inch wheels, \$2.50. ¾-inch tires, \$1.00.

GEAR—Heavy Concord style. Three split hickory, full ironed and braced reaches, mortised to headblock. Norway iron clips and bolts. Heavy full circle, unbreakable, guaranteed fifth-wheel.

SPRINGS—Heavy 1½-inch, five-leaf Concord pattern with equalizers, front and rear. Graded for easy riding with light or heavy load. These springs are made of the finest grade of refined steel with lips on each side to hold them in alignment.

AXLES—1½-inch, long distance, with Collinge Bell collar. Best refined one-piece steel. Split hickory axle caps cemented and full clipped. 1½-inch axles, \$1.50 extra. Dropped axles if preferred.

TRACK—4 feet 8 inches or 5 feet 2 inches. See catalogue page 12.

TOP—Heavy hand grained, wide leather quarters and back-stays. Extra heavy water-proof rubber roof, back and side curtains. Heavy all-wool headlining. Sewed front, also rear valances. Rear bow socket is reinforced. Top is made extra long and strong. Heavy rubber visor in front of top for protection against rain and sun. Full leather top, \$5.00. Leather side curtains, \$5.00. Top is made 4-bow with rear extension joint on outside.

UPHOLSTERING—Genuine hand grained leather throughout. Tan or maroon leather if preferred. All-wool cloth, \$1.50 reduction.

PAINTING—Body and seat, ivory black, highly finished; gear, Brewster green, richly striped. Red, black, or yellow gear if wanted. Oil and lead system of hand painting used.

SHAFTS—Extra heavy, strictly second growth, straight grained hickory. Shaft arms 1½x2 inches, extra heavily ironed and doubly braced. Long shaft leathers. No better shafts are made. Pole in place of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—Full length brussels carpet. High padded patent leather dash. Strapped rubber boot as illustrated. Leather strapped boot instead of rubber, \$1.75 extra. Bradley quick shifting shaft couplings. Heavy substantially made and attached foot brake regularly furnished. If not wanted, deduct \$4.00. Heavy rubber rain apron, wrench, whipsocket, washers and everything complete for use.

WEIGHT—Net, 475 lbs. Shipping weight, 650 lbs.



No. 1272 Split Hickory Light Phaeton

PRICED WITH SHAFTS AND STEEL TIRES

This is the lowest price high grade phaeton on the market. There is nothing cheap about it, but the price, which is \$35 to \$50 less than your dealer would have to charge you for one as good. We build it light but of a high-grade of material throughout and make it roomy enough to be comfortable for two large persons. Order it—if you are not satisfied we won't ask or expect you to keep it.

BODY—Nicely moulded, with a very comfortable seat measuring 34 inches in width by 18 inches in depth on top of cushion.

WHEELS—Strictly second growth split hickory. Sarven patent, $7\frac{1}{4}$ -inch, 38 and 46 inches high, with heavy round edge steel tires, screwed rims. Staggered spoke wheels, \$1.00 extra. 1-inch wheels, 50 cents extra.

GEAR—Single perch, double braced on each side, rear circle and rear kingbolt fifth-wheel.

SPRINGS—Sheldon's genuine 4 and 5-plate easy riding French point elliptic springs.

AXLES—2,000-mile, high collar, dust-proof, Sheldon's genuine steel axles, split hickory axle beds cemented to axles. Front axle dropped, rear axle slightly arched.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—Genuine first-class No. 1 leather quarters and back stays, heavy water-proof rubber roof and back curtain, rubber side curtains, dark green heavy wool cloth lining in roof, back curtain and backstays. Full leather top furnished for \$5.00 extra. Leather side curtains instead of rubber, \$5.00 extra.

SEAT AND BACK—Upholstered in dark green heavy ALL WOOL broadcloth; soft easy riding coiled springs in cushion and back. Blue broadcloth or drab colored whipcord furnished, if preferred, no extra. Genuine leather trimmings furnished instead of broadcloth, \$2.75 extra.

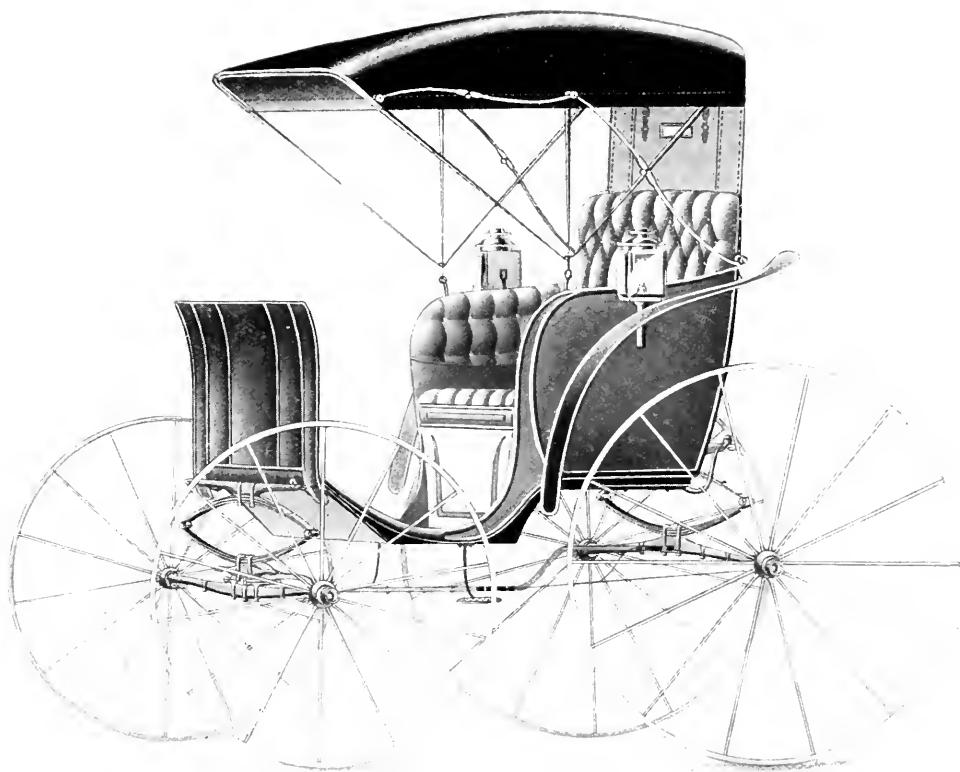
PAINTING—Our regular oil and lead system on both gear and body. Body painted black with dark green mouldings, neatly striped. Gear, dark Brewster green, with neat and attractive striping.

SHAFTS—Full ironed and full leather trimmed, 36-inch point leathers. Pole in place of shafts, \$3.25. Pole in addition to shafts, \$5.25 extra.

FIXTURES—Handsome curved patent leather dash, good quality velvet carpet in bottom, nickel plated oil-burning lamps, fenders over rear wheels, quick shifting shaft couplings, storm apron, steps and axle wrench.

CHANGES—Gear can be painted any color wanted. Wing dash instead of regular curved dash, \$5.75 extra. Leather covered bow sockets in place of japanned, \$2.75 extra. Child's seat in front of body, \$3.50. Bradley shaft couplers, 75 cents extra.

WEIGHT—Net, 350 lbs. Approximate shipping weight, 575 lbs.



No. 1273 Split Hickory Phaeton

PRICED WITH SHAFTS AND STEEL TIRES

This is our finest phaeton. Strictly high grade in material and workmanship, it presents a very handsome appearance and is one of the most attractive styles we make. It is very roomy, easy riding and light running. We guarantee absolute satisfaction and a saving of at least 33 $\frac{1}{3}$ per cent to 50 per cent compared to dealers' prices on anything they can offer in an equal quality.

BODY—Roomy and comfortable, with seat measuring 36 $\frac{1}{2}$ inches wide on top of cushion, 19 inches deep.

WHEELS—Strictly second growth split hickory, $\frac{7}{8}$ -inch, 38 inches high front, 46 inches rear, screwed rims, Sarven patent style. Staggered spoke wheels, \$1.00 extra.

GEAR—Very strong, double braced, full ironed, has rear circle and rear kingbolt interlocking fifth-wheel.

SPRINGS—Elliptic style, 4 plate front, 5 plate rear, Sheldon's genuine French paint, oil tempered, easy riding springs.

AXLES—15/16-inch, slightly dropped in front, arched rear, high collar, dust-proof, 2,000-mile, steel axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—3-bow leather quarters and leather backstays, with heavy water-proof rubber roof, back curtain and side curtains. Leather top with rubber side curtains instead of leather quarter top, \$5.50 extra. Leather covered bow sockets instead of enamel, \$3.00 extra.

CUSHION AND BACK—Upholstered in dark green all-wool English broadcloth; soft, easy riding coiled springs in cushion and back. Blue broadcloth furnished instead

of green, if preferred. Leather upholstery instead of cloth, \$3.00 extra.

PAINTING—Gear, dark brewster green, neatly striped. Body, black with green mouldings, neatly striped. Body can be painted green with black mouldings, if preferred. Gear may be painted any color desired, without extra charge.

SHAFTS—Full leather trimmed; our regular split hickory quality, with 36-inch leathers on points. Pole furnished instead of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—Genuine patent leather wing dash, good quality all-wool velvet carpet, oil-burning, handsome style lamps, genuine patent leather fenders. Bradley quick shifting shaft couplings, plaid back water-proof rain apron, steps and axle wrench.

CHANGES—Two springs furnished in rear instead of one, \$4.00 extra. Brass auto-style oil-burning lamps instead of regular, \$3.50 extra. Child's seat behind dash, \$3.50 extra.

WEIGHT—Net, 380 pounds. Approximate shipping weight, 600 pounds.

A BOOST FOR GOODYEAR TIRES.

Collinsville, Ala., July 1, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—On June 23, 1909, I received one of your Split Hickory Special Buggies with 15-in. cushion rubber tires, and it has given entire satisfaction. It has been in use for the past two years, but it does not look as if it had been used more than one year, and the tires are still on it and can run many more miles yet. I have heard several people say they were the best tires that have ever been around here. I don't believe there is a better buggy made than your Split Hickory Special. I am thinking of buying another one this fall, and if I do it will be a Split Hickory. Whenever I have an opportunity, I will speak a good word for you.

Yours truly,

F. M. HARBONE.

\$2.00 FOR REPAIRS IN 8 YEARS' USE.

Atkins, Ark., August 17, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—I have received your 1911 catalogue, and also two letters. I intend to order a runabout about October 1st or the 15th. I want to say that your Split Hickory Buggies are O. K. for my father, J. L. Mewine, has owned one of your Split Hickory Specials for eight years and it is still a good buggy. He has not been out but \$2.00 for repairs. It has outlasted \$90.00 buggies.

Yours very truly,

O. M. ALEWINE, R. F. D. 3, Box 44.

EQUAL TO \$125.00 BUGGIES IN CALIFORNIA.

Bangor, Cal., March 21, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—I received my buggy in perfect shape on the 24th. I am more than pleased with it and I do not hesitate to recommend you to anyone. It is equal to any \$125.00 buggy here in the West.

Thanking you very much for the way you have treated me, I remain,

Respectfully yours,

F. CLARENCE DARBY.

COULDN'T DUPLICATE IT FOR LESS THAN \$150.00.

Moneta, Cal., October 18, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—Received the buggy I ordered from you and am very much pleased with it. It has a beautiful finish and I shall take good care of it.

Several people have been looking at it and want to know what it cost. I couldn't get a buggy like it here for less than \$150.00.

Respectfully yours,

J. A. CAMERON.

SATISFACTORY BUGGIES AND A SQUARE DEAL BREEDS CONFIDENCE.

Gunnison, Colo., January 17, 1911.

Mr. H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—We had considerable correspondence last spring, which ended in Mrs. Hartman getting one of your "Special Buggies," which has proven so satisfactory I am calling again.

This time I want a "Milk Wagon." In your catalogue you do not show any cuts of them, but I know if you make them they are O. K. What have you to offer?

Respectfully yours,

B. A. HARTMAN.

BUGGY AND RUNABOUT ARRIVED SATISFACTORY.

Hockessin, Del., January 27, 1911.

Mr. H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—The buggy bought of you seven years ago has given very good satisfaction and also the runabout bought of you three years ago. I can say that you certainly use good material in building your vehicles, as I had a young horse run away with me last summer and upset me in the runabout, then fell down on the shafts without doing any damage to speak of.

Knowing you will give this letter your best attention, and wishing you success, I am,

Yours truly,

HENRY C. MITCHELL.

EVEN A RETAIL DEALER HAS TO ACKNOWLEDGE OUR QUALITY.

Shiloh, Ga., May 19, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—I will write you a few lines to let you know I received my buggy and harness all O. K. I like it all right and think it is a good strong buggy. I had one retail dealer tell me it was a whole lot better looking buggy than he expected me to get.

I thank you for your promptness, and when I have the opportunity of speaking a good word for you, I will certainly do so.

Yours very truly,

A. B. FOSTER.

WE SUPPLIED THREE BUGGIES IN THIS FAMILY.

Rankin, Ill., February 13, 1911.

H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—Your letter received today, and as I am an old customer of yours, having ordered three buggies from you in the last five years, not saying I am wearing them all out that quick, as the boys each have one of your vehicles, and

they certainly speak good for themselves, as they are so strong and lasting. My newest buggy from you has been out two years in July and I am surprised that it has kept so well, for all of the use.

Please send me your latest catalogue in 1911 and it is nearly possible that I can work up a new order or probably two orders around here for you.

Can you furnish me a good set of breeching harness, suitable for farm use, so that the breechings can be removed if not needed for field use?

Yours respectfully,

CLAUDE HAMMERSTRAND.

SAVED \$40.00 IN INDIANA WHERE LOTS OF BUGGIES ARE MADE.

Sheridan, Ind., June 26, 1911.

Mr. H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—We received our buggy and harness all right. We think they are fine. We have driven out several times in it and every one who sees it thinks we have saved at least \$40.00 and they say we could not have bought the harness for less than \$20.00 here.

Well, we must say that we are more than pleased and thank you for your courteous treatment and your fair dealing. Everything was just as you promised it would be.

Yours truly,

R. E. McCORY, R. F. D. 26.

BEATS THE \$100.00 BUGGIES IN KANSAS.

Winfield, Kans., November 3, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—My buggy came in yesterday. Freight not quite so much as I expected. The crate and buggy in fine shape, considering its long trip.

Am highly pleased with the rig. Don't think the workmanship can be beat. It is neat and snug and runs like a sewing machine, and discounts anything offered here at \$100.

Thanking you for your good treatment, and hoping that I may be able to help you do more business at this end, I am,

Yours very truly,

G. T. ASHBURN.

RUBBER TIRES GOOD AFTER TWO YEARS' USE.

Falmouth, Ky., February 19, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—I am glad to say I do not need a new buggy at this time. I am still using my Split Hickory buggy that I bought from you two years ago. It is almost as good as new and has the same set of rubber tires on it as when I bought it.

Yours truly,

C. A. HOLTON.

SAVED \$25.00.

East Holden, Me., August 22, 1911.

H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—I received my buggy June 29th in good shape and am well pleased in every way. I know I saved \$25.00 in buying from you.

Thanking you for what you have done for me, I am,

Yours truly,

ASA J. LYFORD, R. F. D. No. 1.

SAVED \$20.00 TO \$25.00.

Princess Anne, Md., August 8, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—I received the buggy O. K., and am very well pleased with it. I feel certain I saved \$20.00 to \$25.00 by purchasing from you.

Wishing you future success, I am,

Yours truly,

G. S. WIDDOWSON.

RUN ONE SPLIT HICKORY SPECIAL 8 YEARS.

West Branch, Mich., April 1, 1911.

H. C. Phelps, Pres.,

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Dear Sir:—Replying to your letter of Thursday, I beg to state that I intend to send you an order for a buggy the last of this month. I bought my last buggy of you when I lived in Midland, about 8 years ago, and have not wore it out yet, so you can tell whether or not it has been a good one. The reason I do not want it until some time in May is on account of the bad roads, and my old buggy will do. I remain,

Yours truly,

THOMAS HORNE.

LOOKS WELL AFTER 1 YEARS' CONSTANT, HARD USE.

Dansville, N. Y., June 16, 1911.

Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen:—Yesterday my "Special Buggy" came, and I am delighted with it. We set it up this morning and it is certainly stylish, well finished and seems to be the equal of the higher priced vehicles I looked at here.

Last night I saw one of your buggies that has been in constant use for some four years and it looks very well yet, and I know it has had much hard use over rutty, frozen and muddy roads, and aside from the tire tightening there has not been one bit of expense for repairing.

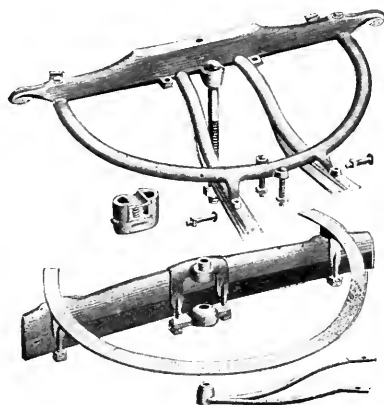
Will send you an order for a harness soon.

Yours truly,

C. V. CLARK, R. F. D. 3.

Furnished on all of our Split Hickory Special Buggies and Runabouts. The best gear that can possibly be made. Fifthwheel is full 12 inch, rear circle Norway wrought iron guaranteed for life.

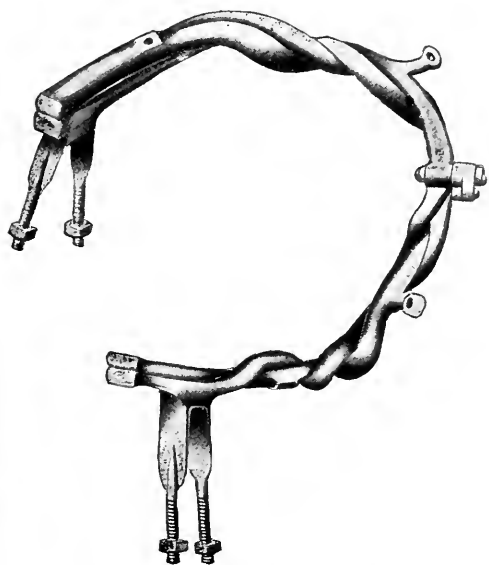
Is made without a weld—cannot rattle—cannot break. If any part of our wrought iron fifthwheel ever breaks at any time, we will replace it free of charge. The tensile strength is 60,000 pounds to the square inch. Kingbolt is double locked in head block plate taking off all the strain. Not a working part turns on a nut to loosen it.



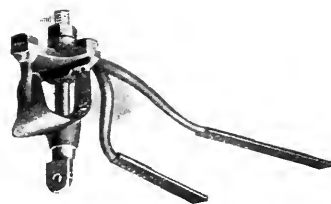
Full 12-inch rear circle wrought iron fifthwheel.

Every buggy user knows and realizes the importance of a strong, reliable gear on a buggy. Ninety out of a hundred of the accidents that are caused in runaways and otherwise are the cause of defective gear parts. It is an easy matter to break an ordinary fifthwheel and tear the front part of the gear loose from the body, throwing out the occupants of the buggy, and in many cases causing serious injury and death. We have adopted for our split Hickory Special the best fifthwheel that money and skill can produce. You can rest assured that you are absolutely safe in

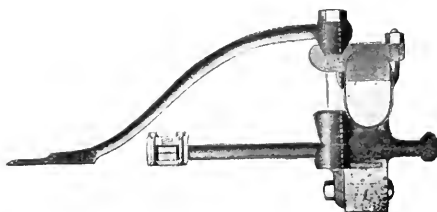
a Split Hickory Special when furnished on our wrought iron gear. There is no possible chance of breaking it. As stated above, the fifthwheel is made without a weld. It is a solid drop wrought iron forging. It has cost us a great deal of money to perfect our wrought iron gear, and it is a great deal more expensive than other gears that we could furnish on this buggy, but we are sure that you—or any other buggy user—would rather pay a little more for your buggy and get the best gear that can be put on it.



Nothing but the best Norway wrought iron can be twisted and hammered cold like this.



3-prong kingbolt, solid Norway wrought iron.

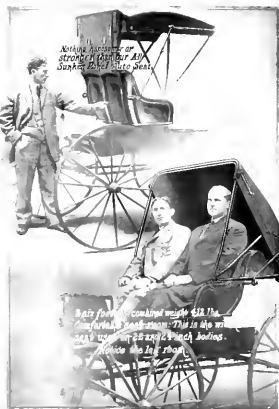


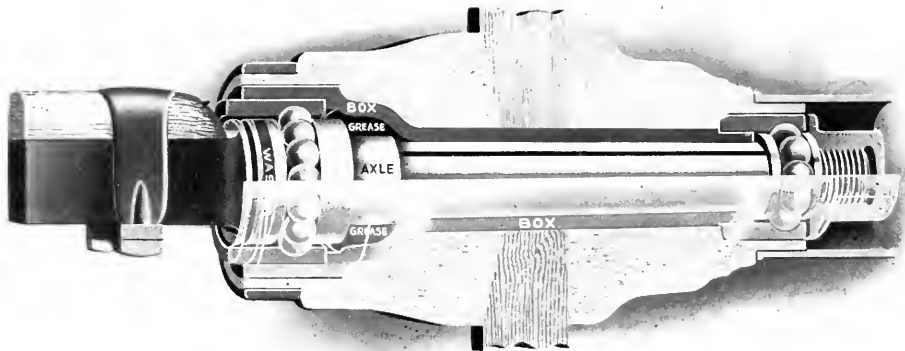
Sectional view of kingbolt.

**OVER 85000
OWNERS ARE RIDING
IN SPLIT HICKORY SPECIALS
TODAY AT AN AVERAGE
SAVING OF \$25.00 TO
\$40.00 EACH**



OUR 1912 SPLIT HICKORY SPECIAL





Furnished on any Split Hickory Vehicle at the following price:

On same as regular axles—oil once in six months—all in one part—no adjustment necessary—balls cannot come out and cannot break—no repairs ever needed—just put the wheel on, screw up the axle nut and it is ready to run—two washers keep the box tight and as there is no friction the washers do not wear out.

The above is an illustration of our automatic ball bearing axle which we are prepared to furnish on any of our Split Hickory Vehicles in place of our regular high collar long distance axles, at the prices quoted above.

We have been furnishing ball bearing axles to our customers for a number of years, and in every case they have given excellent satisfaction and every customer has considered them well worth the additional cost.

After experimenting with a number of different styles of ball bearing axles we adopted the automatic for the reason that it is the best and the simplest ball bearing axle on the market to-day. Its simplicity consists in the fact that there are no parts for vehicle users to bother with.

Your vehicle comes to you with the automatic axle on just the same as with a regular axle, and all that you have to do is to put in the two small leather washers that are sent with the axle, slip on the wheel, tighten up the axle nut which is the same as any ordinary axle nut, hitch to your job and drive away. The axle nut cannot be drawn up too tight, that is impossible for the reason that it draws tight to the shoulder and cannot go any further, so there is nothing to bind and no adjustment to make.

The balls and the cones are made of vanadium steel cut out of a solid block of steel and not pressed, as is the case with the cones furnished on most ball bearing axles. This steel is especially prepared and treated for this purpose, and while this is an expensive operation and makes it cost four times as much as the cheaper steel, it is well worth it for the reason that it cannot wear out.

Reduction of draft—means a saving on your horse of from 25 to 50 per cent.

No hot boxes—The automatic is absolutely water and dust proof.

No adjustment necessary—Oil just the same as the old style axle.

No wear on the axle itself—All parts that are ordinarily subject to wear are alloy chrome vanadium steel, as hard as glass.

The balls used are specially treated and are tempered alloy vanadium steel, positively indestructible.

There are no retaining rings so that there is no adjustment on the balls.

When axle box is placed in wheel there is nothing further to do and no adjustment ever can be made or is necessary.

Guaranteed with proper care to outwear any vehicle, and proper care means simply oiling occasionally when the axle runs dry, which is very seldom.

It means a saving in feed bills and satisfaction to the user to know that he is putting the least possible draft on his horse.

Guaranteed by ourselves and guaranteed by the axle maker.

You needn't hesitate to order a Split Hickory vehicle with the automatic ball bearing axles, fearing that you will have trouble, for there is absolutely no possible chance of having any trouble with a set of these axles. They will give you the best of satisfaction at all times.

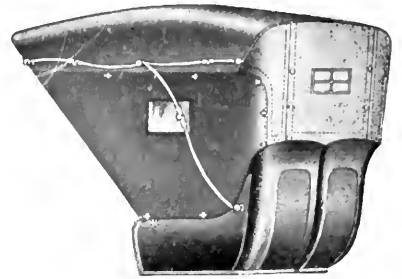
A heavy family carriage can be handled easily by one ordinary sized horse when equipped with automatic ball bearing axles. This has been tried and tested time and time again, and if you are wanting a surrey to carry a heavier load than ordinary with one horse, have it equipped with our automatic ball bearing axles and you will find it the best investment you ever made.

Better than the best top made. Will outwear an all leather top. Easy to keep clean. Made of heavy long grain rubber duck. Side Curtains 32 ounce rubber duck. Large Mica Window Lights in Rear Curtain and Side Curtains. Thousands of them furnished last year.

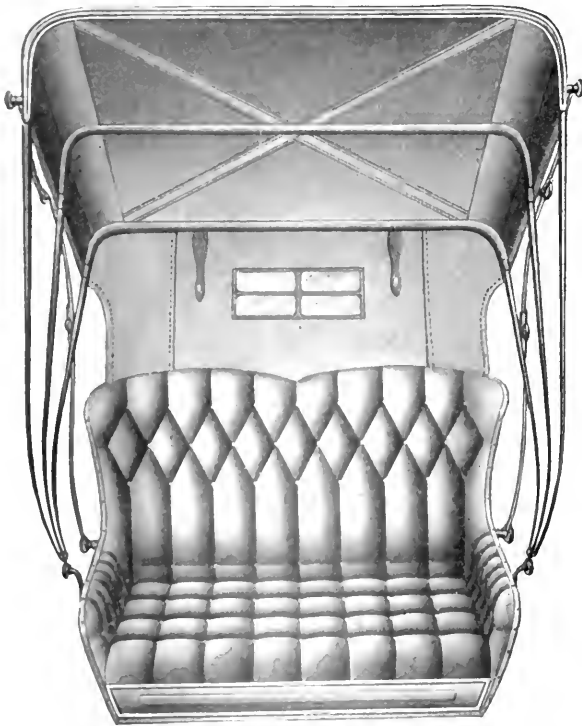


This shows the long grain Rubber Duck used in this top. Ask for sample.

Here is our new Skeleton Auto Style Buggy Top with the very latest improvements. Nearly half of our automobile seat buggies were ordered with this style



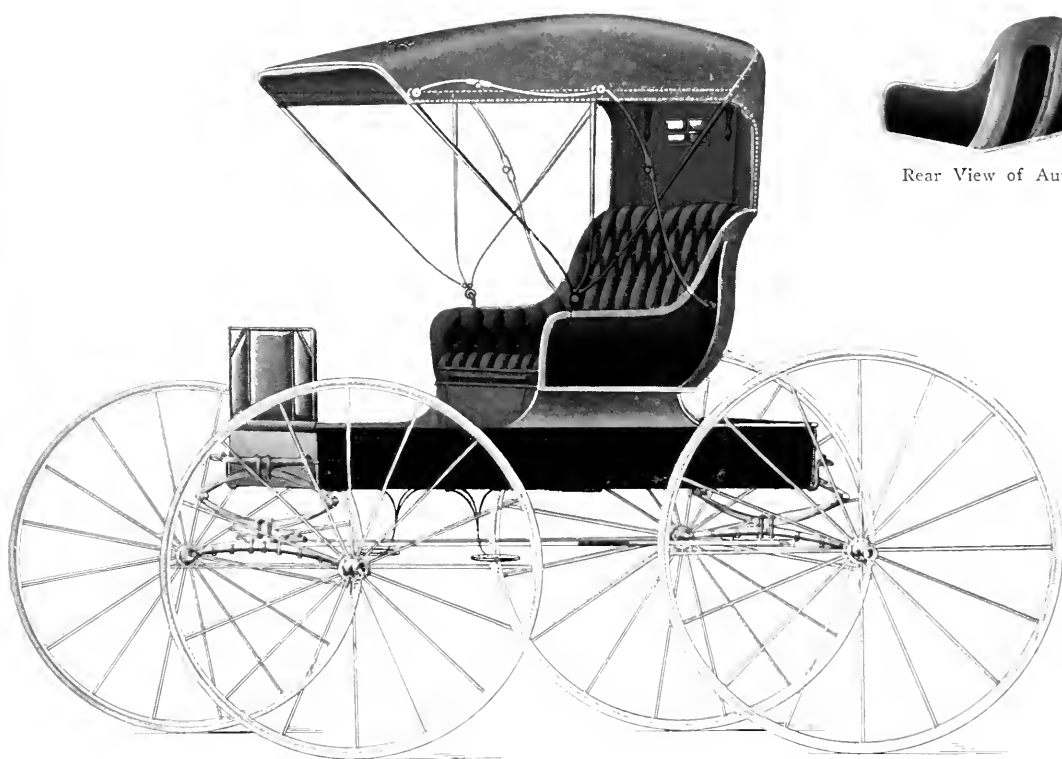
This shows how each curtain is specially fitted to each top, making it water and wind tight.



This illustration shows the inside of our new Skeleton Auto Style Top. Shows how the bows are lined—how the strips cross, holding the top in shape without any lining in top.

top in 1911, and it will be in big demand for the season of 1912. It is the most durable and sensible top ever put on a buggy, and is a brand new, up-to-date feature for an automobile seat buggy.

The side curtains are specially fitted to each top, making the top water and wind proof. We recommend this top highly and guarantee it to give perfect satisfaction. It is furnished regularly on No. 1277 A Split Hickory Special Auto Seat Top Buggy as illustrated and described on the opposite page.



Rear View of Auto Seat.

No. 1277 A Split Hickory Special Skeleton Auto Top Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

See full description of Skeleton Automobile Style Top on opposite page.

We show here our Split Hickory Special Top Buggy with our latest style Sunken Panel Automobile Seat and skeleton unlined Automobile style top. This top is made of heavy 32 oz. English Grain Rubber Duck, with side curtains of same weight and quality. We have been furnishing this style top on our Split Hickory Special Buggies for a great many years, and recommend it fully as something that is attractive in appearance, stronger and more durable than any other style of top made. Please be sure and read the full description on top of opposite page. This buggy has all of the special features, and is built exactly the same as our regular Split Hickory Special Buggy illustrated and fully described on the large folder between pages 76 and 77.

BODY—24 inches wide, 56 inches long. See large folder for further description and changes.

WHEELS—7½-inch, Sarven patent, 40 and 44 inches high, the best wheels that are made. See large folder for further description and for changes that can be had, if wanted, in wheels.

GEAR—Regular split hickory special, wrought iron gear, see large folder for full description and for changes.

SPRINGS—Very easy riding, elliptic style, three and four plate. For description and changes see large folder.

AXLES—Nicely arched, 2,000-mile, 15 16-inch. See folder for changes and for further description of axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—3-bow, unlined skeleton automobile style, with automobile style backstays, curved joints and curved outside extension joints. Bent auto style bow sockets. Top is made of 32-oz. English Rubber Duck, absolutely waterproof. For description of top, see opposite page.

CUSHION AND BACK—Upholstered in heavy dark green ALL WOOL broadcloth. For further description of upholstery and changes, see large folder between pages 76 and 77.

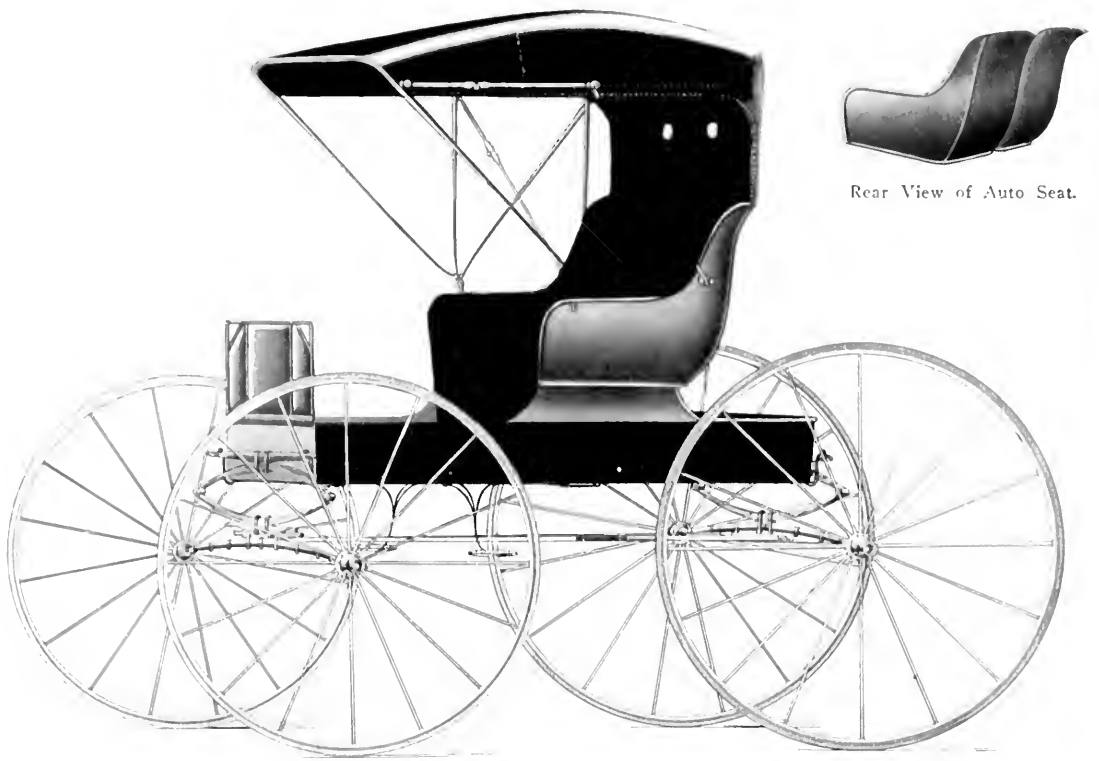
PAINTING—Gear, very handsome shade of red. Body, black, with dark green panels in seat. For further description of painting and for changes that may be desired, please see large folder between pages 76 and 77.

SHAFTS—Split hickory special Twentieth Century style, ironed and trimmed, as illustrated and described on the large folder between pages 76 and 77.

FIXTURES—Everything complete. For full description, please see folder between pages 76 and 77.

CHANGES AND EXTRAS—All changes and extras are described on the large folder.

WEIGHT—When packed for shipment, approximately 525 lbs.



Rear View of Auto Seat.

No. 1277 B Split Hickory Special Auto Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

No. 1277 B is our regular Split Hickory Special Top Buggy, furnished with A-7 Twin Automobile style seat, with bent auto style bow sockets and auto style backstays; is a right up-to-date buggy in every respect—well finished, nicely proportioned and a very popular style.

BODY—24 inches wide, 56 inches long. For further description of body, and any changes desired, please refer to the large folder between pages 76 and 77.

WHEELS— $28\frac{1}{2}$ -inch, Sarven patent, 40 and 44 inches high, regular split hickory special quality. The best wheels we can produce. For full description of wheels and for any changes wanted in size or height, please refer to large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way. For further description and any changes wanted on gear, see large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four plate. For full description and any changes desired, see large folder between pages 76 and 77.

AXLES—2,000-mile, 15/16-inch, nicely arched. For further description and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarters and leather backstays, bent automobile style bow sockets, auto style backstays, twin curtain lights in back curtain. For description of top, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark blue, ALL WOOL, broadcloth. For description in upholstering, see large folder between pages 76 and 77.

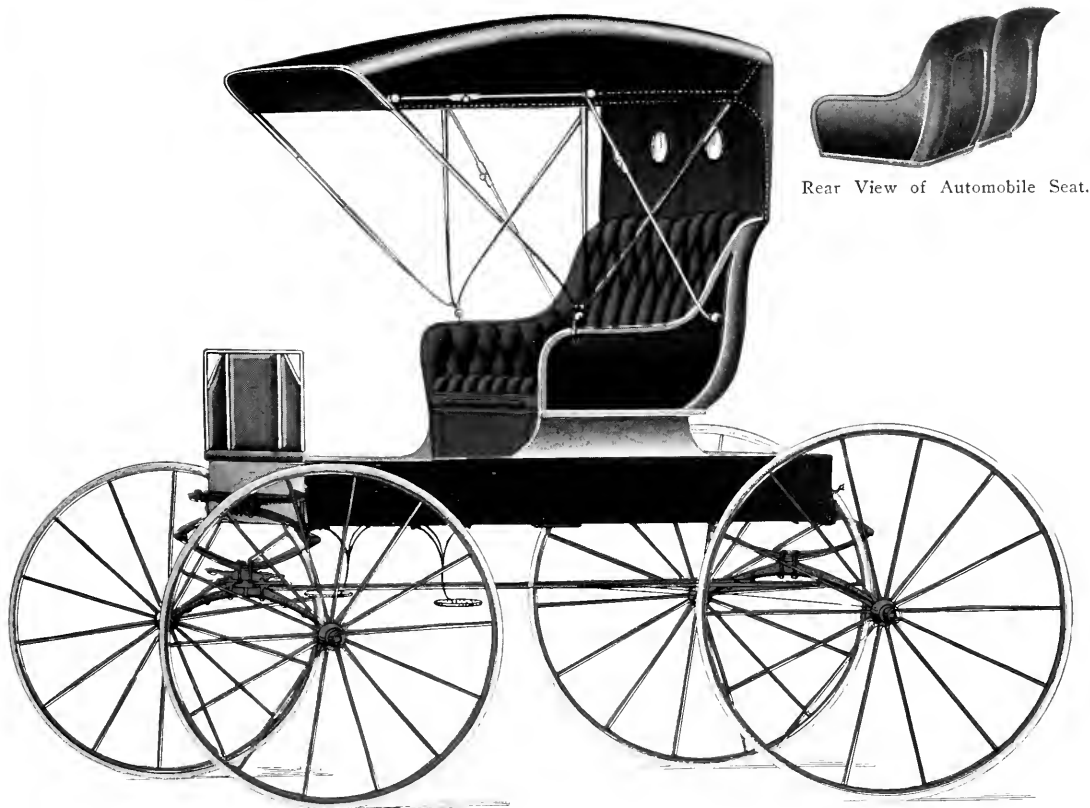
PAINTING—Gear, very handsome shade of red, neatly striped. Body and seat, black. For description of painting, see large folder between pages 76 and 77.

SHAFTS—Split hickory special Twentieth Century shafts, as illustrated and fully described on the large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes or extras wanted, please refer to large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



Rear View of Automobile Seat.

No. 1277 C Split Hickory Special Auto Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is one of our Split Hickory Special Auto Seat Buggies, with high arched axles and with our Sunken Panel Automobile Seat. Regularly this buggy is furnished with lower wheels than ordinary on account of these axles being high arched. This is a popular style vehicle with a great many of our customers, making a very handsome and attractive job in appearance, and a thoroughly substantial one in construction. Please refer to the large folder between pages 76 and 77 for complete description of this buggy and for illustration of the special features that are regularly furnished, and note particularly that this and all of our Split Hickory Special Buggies are built on our famous wrought iron gear.

BODY—24 inches wide, 56 inches long. For description of body, see large folder between pages 76 and 77.

WHEELS—7½-inch, Sarven patent, 38 and 42 inches high. Regular split hickory special quality. Our best wheels. For further description of wheels and any changes desired, see large folder between pages 76 and 77.

GEAR—Same in every way as No. 1277, except axles are arched 4½ inches instead of 2 inches. For further description of gear and any changes wanted, please refer to large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four plate. For full description of springs and any changes desired, see large folder between pages 76 and 77.

AXLES—2,000-mile, 15/16-inch, arched 4½ inches. For further description of axles and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarters and leather backstays, auto style backstays, bent automobile style bow sockets, twin curtain lights in back curtain. For further description of top, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in dark brown, all wool broadcloth, for further description and any changes desired in upholstering, see large folder between pages 76 and 77.

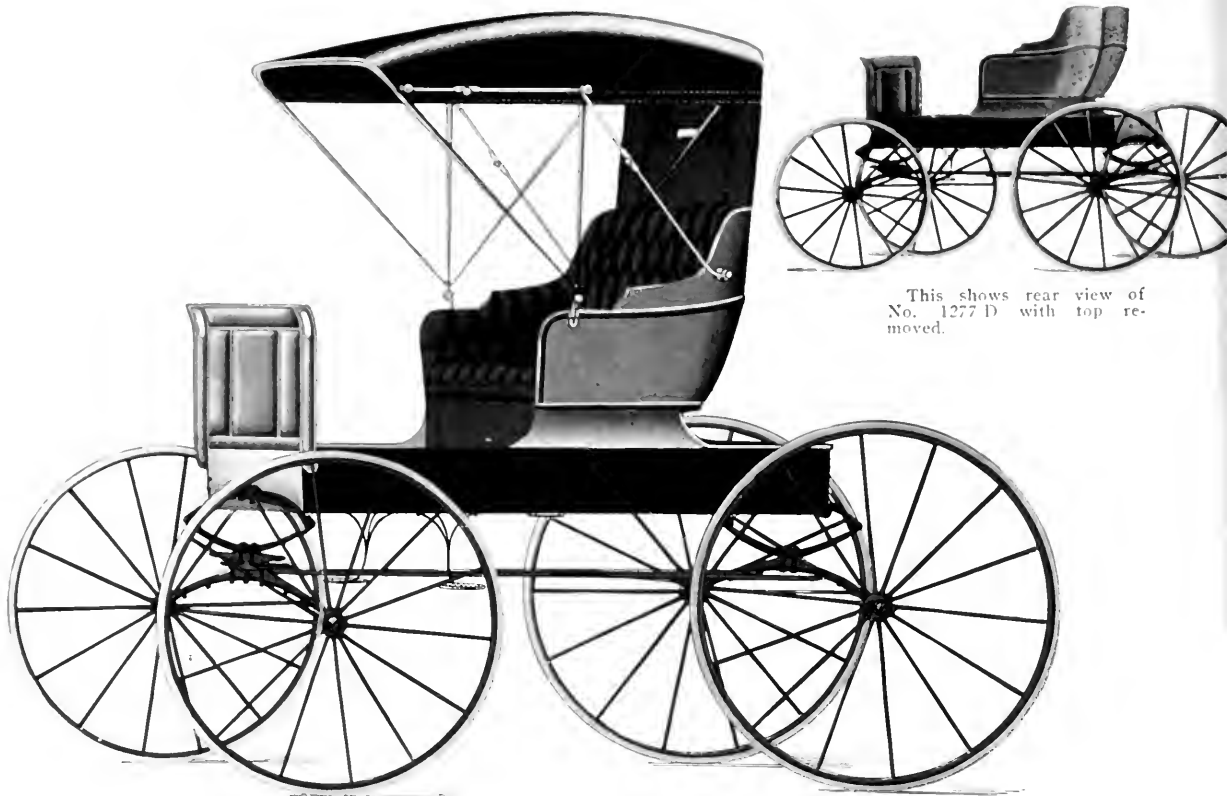
PAINTING—Gear, handsome shade of brown, neatly striped. Body, plain black, with seat panels painted dark brown. For further description of painting and any changes desired, see large folder between pages 76 and 77.

SHAFTS—Split Hickory Special, Twentieth Century Shafts, as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and any changes desired, see large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



This shows rear view of No. 1277 D with top removed.

No. 1277 D Split Hickory Special Auto Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is one of our Split Hickory Special Top Buggies, with style A-2 Twin Automobile seat. This A-2 Auto Seat is one of our old "stand-bys," and is a seat that has been popular for a great many years. It is handsome in appearance—roomy—has good high back and high seat sides, and makes a very handsome appearance. Please refer to the large folder between pages 76 and 77 for a complete detailed description of this buggy and for illustration of the special features regularly furnished, and also for changes which can be made if desired.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, see large folder between pages 76 and 77.

WHEELS—74-inch, Sarven patent, 38 and 42 inches high. Regular split hickory, special quality—our best wheels. For further description of wheels and any changes desired in size or height, see large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way except axles have 4½-inch arch. For further description of gear and for any changes wanted, see large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four-plate. For full description and any changes desired on springs, see large folder between pages 76 and 77.

AXLES—2,000-mile, 15 16-inch, arched 4½ inches. For further description of axles and any changes desired, please refer to large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarters and leather backstays. For further description and any changes wanted, please refer to large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy ALL WOOL, brown broadcloth. For further description and any changes desired in upholstery, see large folder between pages 76 and 77.

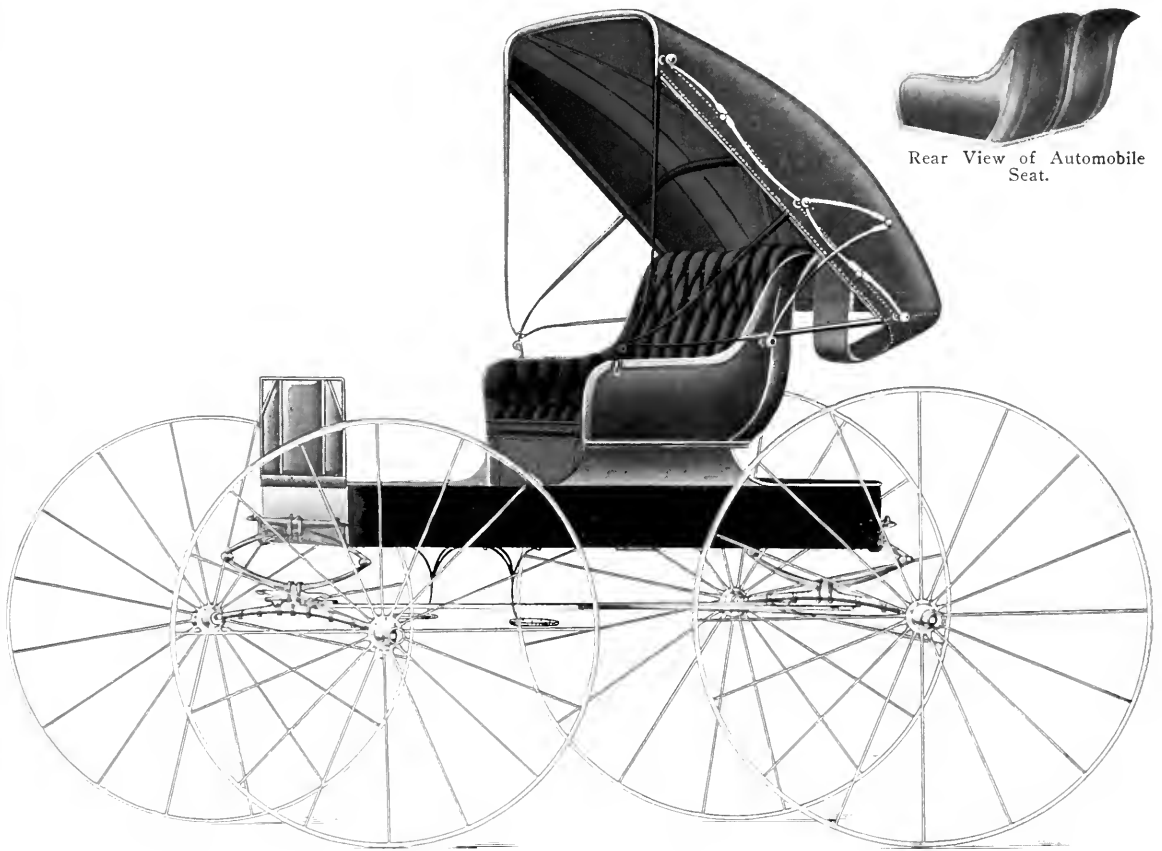
PAINTING—Gear, a very handsome shade of brown, nicely striped. Body and seat, black. For further description of painting and any changes wanted, please refer to large folder between pages 76 and 77.

SHAFTS—Split hickory, special, Twentieth Century style, as described on large folder between pages 76 and 77. Full leather trimmed and double braced.

FIXTURES—Same in every way as No. 1277, except has handsome padded wing dash. For further description of fixtures, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1277 E Split Hickory Special Young Man's Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

Furnished regularly with unlined skeleton automobile style top. For full description of this top please refer to page 78.

We have a great many calls for a light, young man's buggy, with automobile seat and with Skeleton Auto Style Top. We show here a very popular style gotten up especially suited for a young man. The body is 22 inches wide. Gear is made light in appearance. Wheels are high. Seat is well proportioned to that width of body, and it is equipped with the latest automobile style unlined skeleton top.

BODY—22 inches wide, 56 inches long. For description of body, see large folder between pages 76 and 77.

WHEELS—34-inch, Sarven patent, 42 and 46 inches high. Regular split hickory special quality, our best wheels. For further description of wheels and any changes wanted in size or height, see large folder between pages 76 and 77.

GEAR—Light and neat in appearance. Strong and substantial—double reaches—rear circle, rear kingbolt fifth-wheel. For description of gear, see folder, pages 76 and 77.

SPRINGS—Elliptic style, three and four plate. For full description on springs, see folder between pages 76 and 77.

AXLES—2,000-mile, 15/16-inch, nicely arched. For description on axles, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—3-bow Skeleton unlined Automobile style. Made of heavy 32-oz. rubber duck, with rubber side curtains of same weight and quality. Side curtains and back curtain have large mica window lights. Top has bent automobile style bow sockets and automobile style backstays. For further description of top please refer to page 78.

CUSHION AND BACK—Upholstered in heavy dark green, all wool broadcloth. For further description and any changes wanted in upholstering, see large folder between pages 76 and 77.

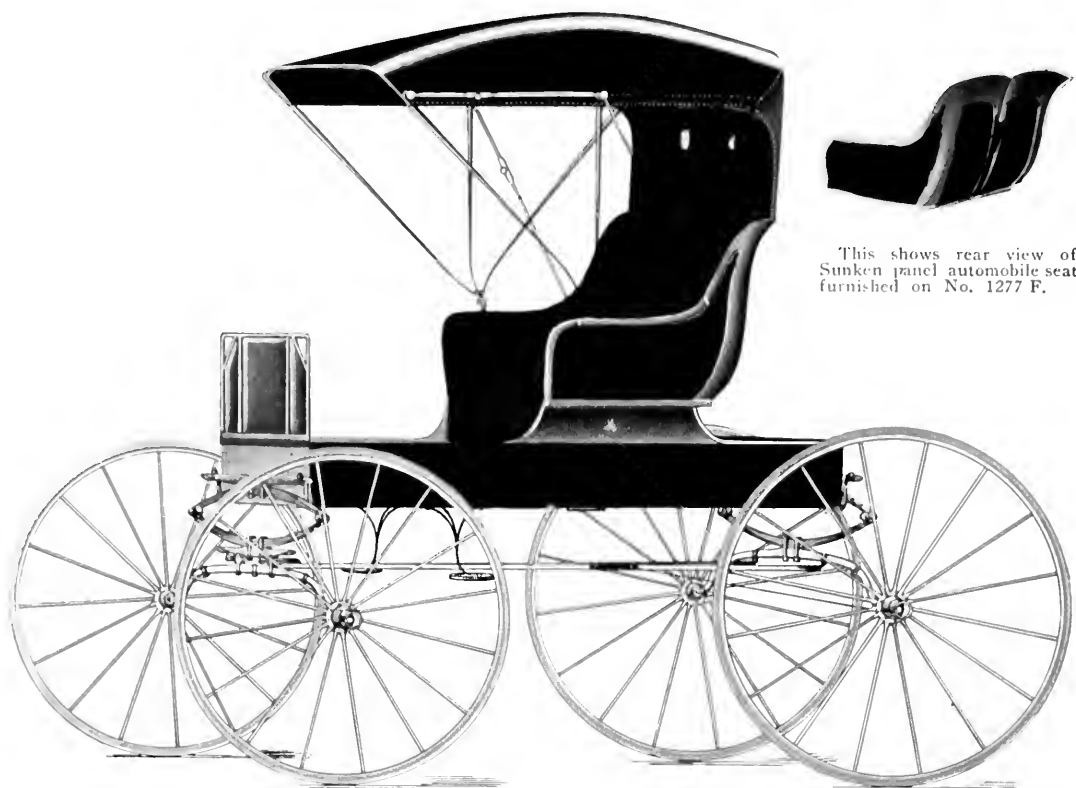
PAINTING—Gear, handsome shade of red, neatly striped. Body and seat, plain black, with panels of seat painted red to match gear. For further description of painting and any changes desired, see large folder between pages 76 and 77.

SHAFTS—Split Hickory Special, Twentieth Century Style, as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 500 lbs.



This shows rear view of
Sunken panel automobile seat
furnished on No. 1277 F.

No. 1277 F Split Hickory Special Bike Gear Top Buggy

Built on our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

Special attention is called to the high arch, bike axles furnished on our No. 1277 F. This makes a very handsome and attractive buggy in appearance, and is strictly first-class and right up-to-date. This style axle is very popular with our customers everywhere, particularly so through the Eastern and Central States. The axles are arched 5 inches, consequently we furnish this buggy regularly hung on low wheels so as to make the body hang level with the ordinary buggy on high wheels. As regularly built this makes a very handsome job. It has all of the special and attractive features that are regularly furnished on our Split Hickory Special Buggies, as fully described and illustrated on the large folder between pages 76 and 77. Please read the description carefully and note that we are prepared to make almost any change that you may desire in the construction or finish of this job.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, see large folder between pages 76 and 77.

WHEELS— $7\frac{1}{2}$ -inch, Sarven patent, 38 and 42 inches high. Regular split hickory special quality. Our best wheels. For further description of wheels and for any changes desired, see large folder between pages 76 and 77.

GEAR—Our famous Wrought Iron Gear, with bike style axles, arched 5 $\frac{1}{2}$ inches.

SPRINGS—Elliptic style, three and four plate. For full description of springs and any changes desired, see large folder between pages 76 and 77.

AXLES—2,000-mile, dust-proof, high collar, 15 $\frac{1}{4}$ -inch bike style, arched 5 $\frac{1}{2}$ inches.

TRACK—4 feet 4 inches or 4 feet 8 inches. No other width of track furnished.

TOP—Three-bow, leather quarters and backstays—auto style backstays—bent automobile style bow sockets, twin curtain lights in back curtain. For further description of top and any changes desired, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in dark blue ALL WOOL broadcloth. For further description of upholstery and changes, please refer to the large folder between pages 76 and 77.

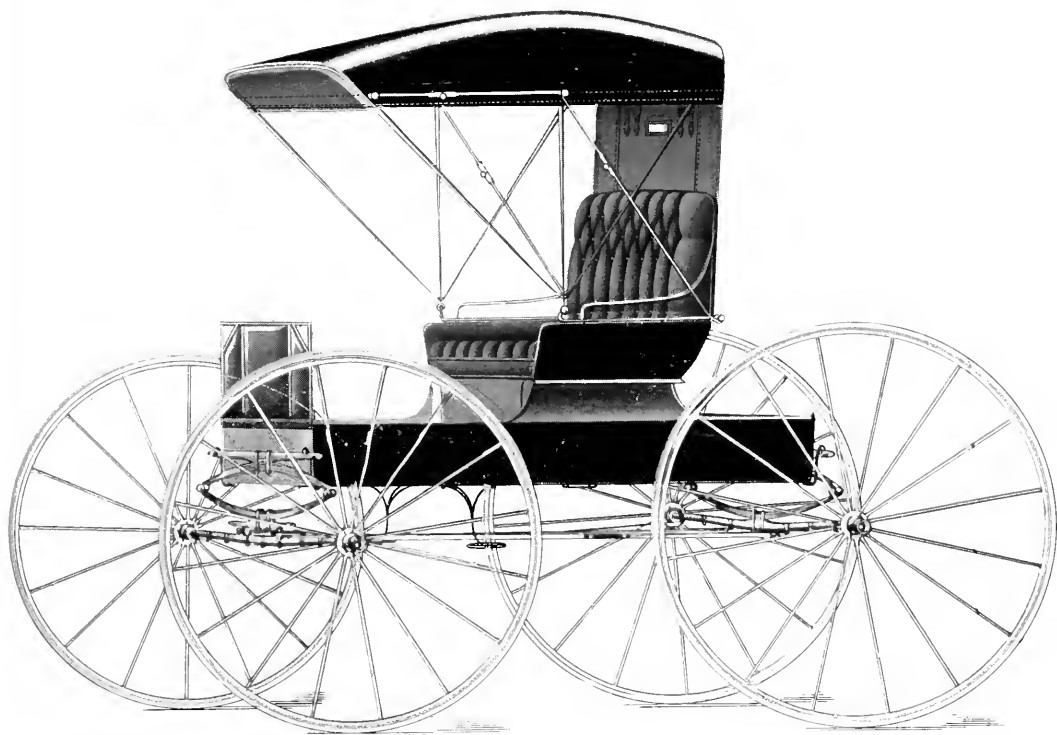
PAINTING—Gear, very handsome, rich shade of red, nicely striped. Body, plain black with seat panels painted blue to match trimmings. Can furnish seat plain black or can furnish panels painted red to match gear, if desired. For further description of painting and changes, please refer to large folder between pages 76 and 77.

SHAFTS—Split Hickory Special Twentieth Century style as described on the large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs



No. 1277 G Split Hickory Special New York Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is one of our Split Hickory Special Top Buggies that we build especially for our New York and Eastern trade. It is built regularly with a heavy 30 oz. Fairfield Rubber top—has dropped axles and high wheels—a buggy that is very popular constructed this way. All of the special features that are illustrated and described on the large folder between pages 76 and 77 are regular on this as well as on all of our other Split Hickory Special Buggies. The combination of colors can be changed, of course, in both painting and trimmings—in fact, there are numerous changes that can be made, all of which are covered in the description on the large folder. We can furnish automobile seat instead of buggy seat, either style A-7 or style A-11, at an advance over the regular cost of \$10.00. Leather Quarter Top furnished in place of Rubber Top, no extra.

BODY—24 inches wide, 56 inches long, piano box style. Description and changes in body see folder, pages 76 and 77.

WHEELS— $\frac{7}{8}$ -inch, 40 and 44 inches high. Can furnish higher wheels if desired. For further description of wheels and for changes in size and in height, please refer to large folder between pages 76 and 77.

GEAR—Our regular Split Hickory Special. Wrought Iron Gear, as fully described on the large folder.

SPRINGS—Elliptic style, 3 and 4 plate. Please see large folder for full description of springs.

AXLES—Slightly dropped, 2,000-mile, dust-proof, 15/16-inch. For changes and for further description of axles, please refer to large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—3-bow, heavy 30-oz. Fairfield Rubber, lined with wool cloth and made in every way the same as regular top described on large folder between pages 76 and 77, except that it is all rubber instead of leather quarter. This makes a good top and is considered by a great many of our customers as better than leather quarter top.

CUSHION AND BACK—Upholstered in heavy, ALL WOOL dark green broadcloth, unfadable dye. For further description of upholstering and for changes that can be made where wanted, see large folder between pages 76 and 77.

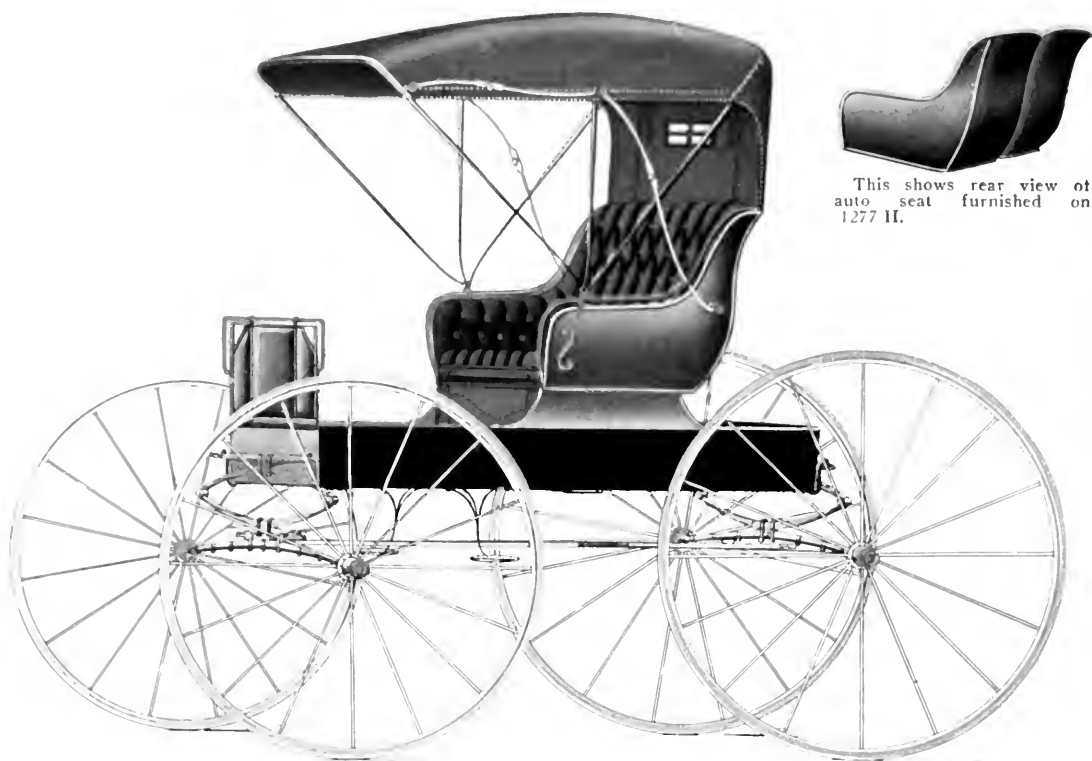
PAINTING—Gear, very handsome shade of red, neatly and artistically striped. Body and seat, plain jet black. For further description of painting and any changes that may be desired, please see large folder.

SHAFTS—Split Hickory Special, Twentieth Century style, full trimmed and ironed as described on the large folder between pages 76 and 77.

FIXTURES—Everything complete. Please refer to folder for full description of fixtures.

CHANGES AND EXTRAS—For information as to changes wanted or any extras desired, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



This shows rear view of
auto seat furnished on
1277 H.

No. 1277 H Split Hickory Special Auto Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

We illustrate and describe here one of our Split Hickory Special Buggies, with brass trimmings and automobile seat. It makes a very handsome and attractive vehicle and has been one of our popular style. We can recommend it to anyone wanting something a little different than the ordinary, and particularly a vehicle that presents a fancy appearance. This job has brass seat rail, brass hub bands, brass buttons, brass top prop nuts and brass seat handles on sides of seat, also, brass dash rail. Is painted and trimmed in a very attractive manner. Of course this combination of colors in painting and trimming can be changed if desired, and we can also change the general construction by leaving off the seat rail, hub bands, dash rail or any special feature of that kind which is not wanted, and will do so where desired, reducing the price correspondingly. Please refer to the large folder between pages 76 and 77, and read carefully the full description of this buggy which is given there—note the number of special and attractive features that are regularly furnished and the many changes that can be had if desired.

BODY—24 inches wide, 56 inches long. Description of body and changes wanted, see folder between pages 76 and 77.

WHEELS—74-inch, Sarven patent, 40 and 41 inches high. Regular split hickory special quality. Our best wheels. Further description of wheels and changes that can be made in size and height, see folder between pages 76 and 77.

GEAR—Our regular split hickory special, wrought iron gear, as fully described on the large folder.

SPRINGS—Elliptic style, very easy riding, three and four plate. See large folder for further description of springs or for changes that can be had if wanted.

AXLES—Nicely arched, 2000 mile, dust-proof, 15/16-inch. Full description of axles and changes on the large folder.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarter and leather backslays, automobile style with auto style backstays, bent automobile style bow sockets. For further description of top and for changes, please refer to the large folder.

CUSHION AND BACK—Upholstered in heavy ALL-WOOL, dark green broadcloth. For further description of upholstery and changes, please see large folder between pages 76 and 77.

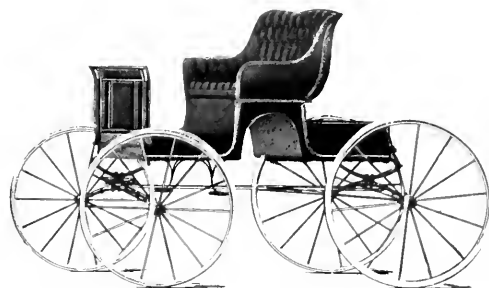
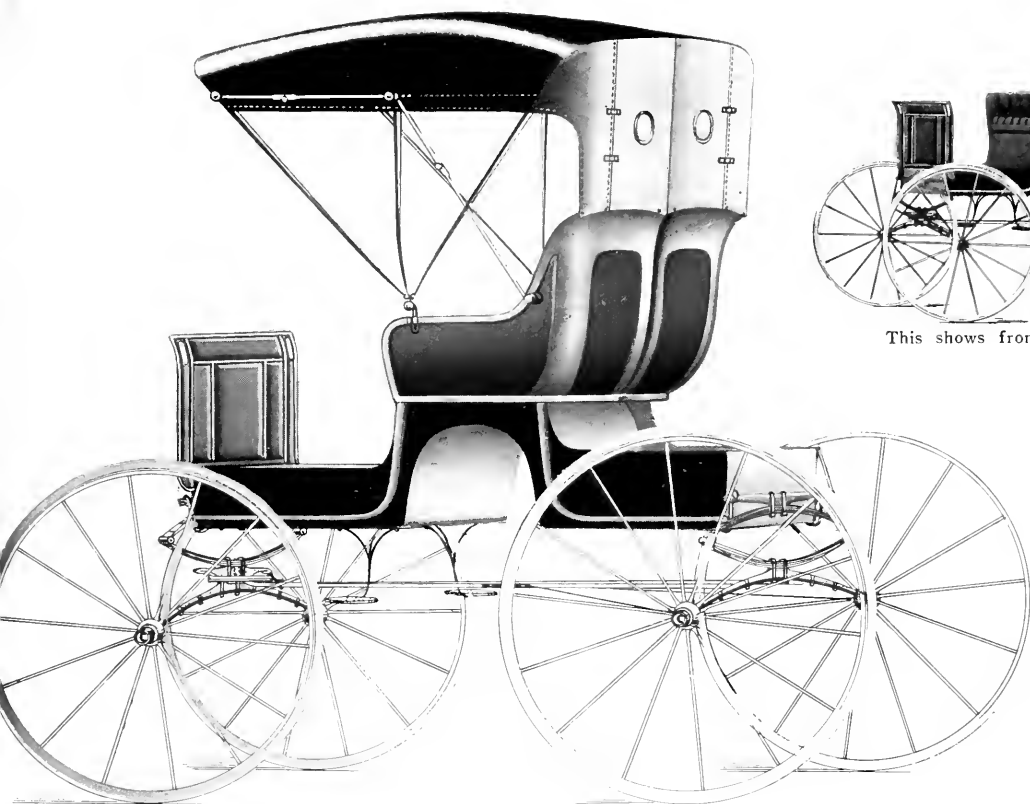
PAINTING—Gear, very handsome shade of yellow, with neat, black line line striping. Body and seat, plain jet black. For further description of painting and for changes that can be had, please refer to large folder.

SHAFTS—Split hickory special quality, Twentieth Century style. Full trimmed and ironed as described on the large folder, between pages 76 and 77.

FIXTURES—Everything comes complete as described on the large folder.

CHANGES AND EXTRAS—All changes and extras are provided for in the description on the large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



This shows front view of No. 1277 I.

No. 1277 I Split Hickory Special Cutunder Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

We illustrate and describe here our Split Hickory Special Top Buggy with cutunder body, which permits of short turning in any place. It is furnished regularly with Sunken Panel Automobile Seat, with bent bow sockets and auto style backstays. Has large wing dash, high arched axles and is a very attractive and right up-to-date job in every respect. It is painted and trimmed very handsomely, but the combination of colors in the painting and trimming can be changed if desired, and we refer you to the full and complete description of this buggy and for any changes that you may want, to the large folder between pages 76 and 77. We furnish this job in two widths of body only, 22 and 24 inches, and do not carry any other widths than these.

BODY—24 inches wide, 56 inches long. For further description of body see, large folder between pages 76 and 77. Can furnish 22-inch instead of 24-inch body if wanted, at no extra charge.

WHEELS— $7\frac{1}{2}$ -inch, Sarven patent, 38 and 42 inches high. Regular Split Hickory special quality—our very best wheels. For description of wheels and any changes in size or height, refer to folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way, except axles have $4\frac{1}{2}$ -inch arch. For description of gear, please refer to large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four plate. For full description on springs, see folder between pages 76 and 77.

AXLES—2,000-mile, $1\frac{5}{16}$ -inch, with $4\frac{1}{2}$ -inch arch. For full description of axles, see folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarters and backstays—automobile style backstays—twin curtain lights in back curtain—bent auto style bow sockets. For further description of top and any changes wanted, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark green, ALL WOOL broadcloth. For further description and any changes wanted in upholstery, see large folder between pages 76 and 77.

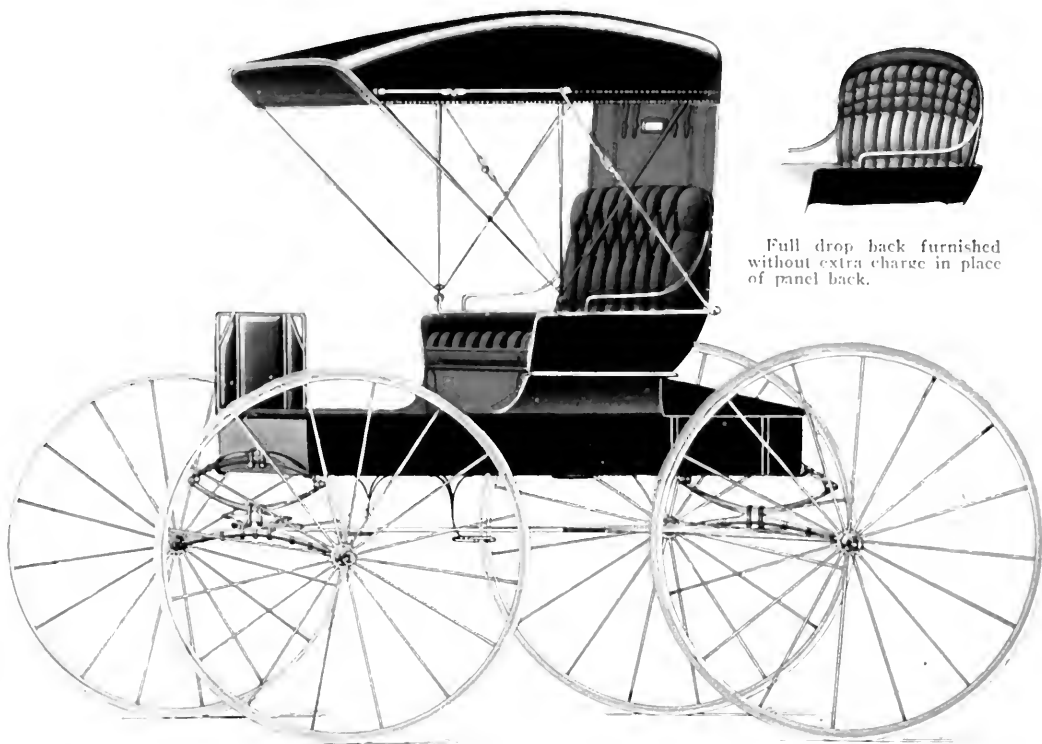
PAINTING—Gear, painted yellow. Body and seat, black, with green panels in seat. Gear is very handsomely striped. For further description of painting and any changes wanted see large folder between pages 76 and 77.

SHAFTS—Split Hickory Special quality. Twentieth Century style, as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same in every way as No. 1277, except has handsome large curved wing dash. For further description of fixtures and any changes wanted, please refer to large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information as to any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1277 J Split Hickory Special "Kentucky" Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

The above illustrates our Split Hickory Special as gotten up for some of our particular trade who want a nice light appearing buggy on arched axles and with strapped boot. This buggy is built exactly the same in every way as our regular Split Hickory Special with the exception that it is regularly furnished with 22-inch body, light three-bow top and light $\frac{3}{4}$ -inch wheels. We can furnish full drop back of the design shown above instead of solid panel spring back where wanted without any change in price. We can recommend this style buggy to you as something that will please you very much, and want to call your attention to the fact that all of the special features illustrated and described on the large folder between pages 76 and 77 come regular on this buggy, and we also detail on the large folder many changes that can be made where desired, such as full leather top, leather trimmings, leather covered bow sockets, etc.

BODY—22 inches wide, 56 inches long, with regular buggy seat. Refer to folder between pages 76 and 77 for further description of body and changes that may be desired.

WHEELS— $\frac{3}{4}$ -inch, Saryen patent, 40 and 44 inches high. Our very best wheels. Please refer to the large folder for further description of wheels and for changes that can be had in height and in size.

GEAR—Our famous wrought iron, Split Hickory Special gear, as fully described on the large folder.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear, very easy riding. Further description of springs, see large folder.

AXLES—2,000-mile, dust-proof, nicely arched. Further description of axles and changes, refer to the large folder.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—3-bow, leather quarters and leather backstays. Top is fully described on the large folder, and changes that can be had if desired are also listed there.

CUSHION AND BACK—Upholstered in dark green, ALL WOOL broadcloth. For further description of upholstering and for changes that can be had if desired, please see large folder.

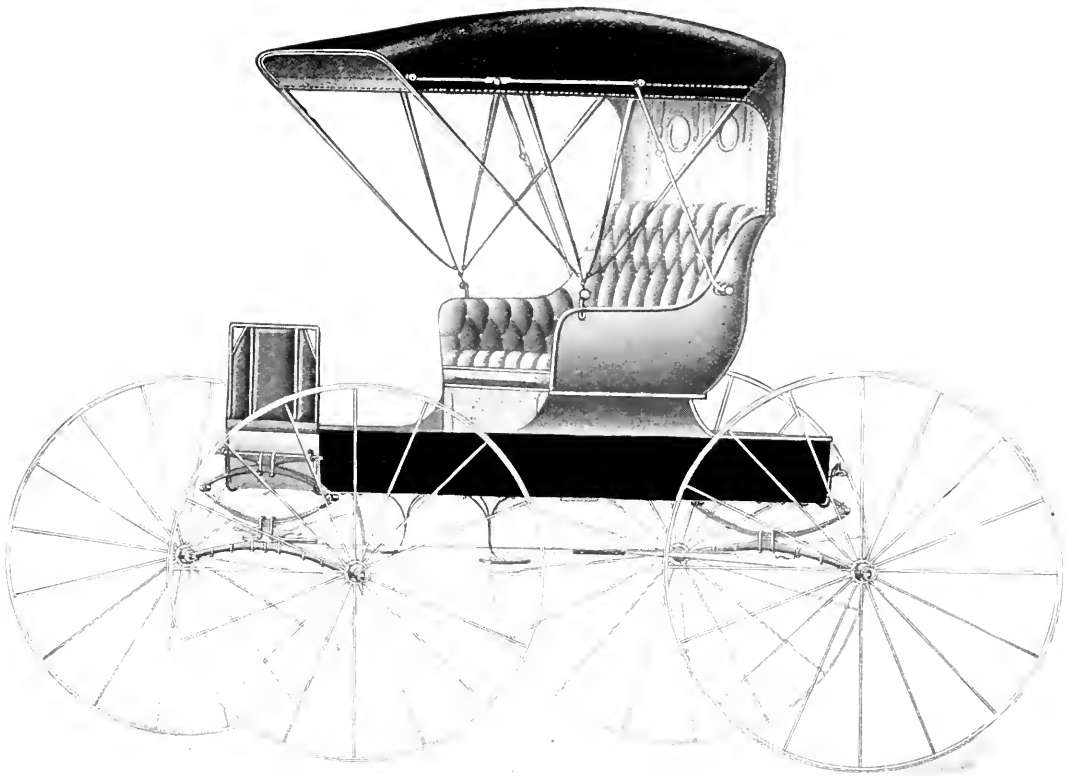
PAINTING—Gear and wheels, very handsome rich shade of red, nicely and artistically striped. Body and seat, plain jet black. Painting is fully described and changes that can be had if wanted are also described on the large folder between pages 76 and 77.

SHAFTS—Split Hickory Special quality, Twentieth Century style, full ironed and trimmed, as described on the large folder between pages 76 and 77.

FIXTURES—This buggy comes complete with all parts as fully described in fixtures on large folder.

CHANGES AND EXTRAS—For complete information as to changes that may be wanted in construction and finish, and any extras desired, refer to folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 500 lbs.



No. 1277 K Split Hickory Special Wide Auto Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is our famous Split Hickory Special Top Buggy, built exactly the same as illustrated and described on the large folder between pages 76 and 77, except that it has 26 inch body instead of 24 inch. We have a great many customers who want extra wide seat room, and we are building No. 1277 K to supply this demand. We can make any changes in construction or finish on this buggy that may be desired, and refer you to the full and complete description and the changes listed on the large folder between pages 76 and 77.

BODY—26 inches wide, 56 inches long. For description of body, see large folder between pages 76 and 77.

WHEELS—7½-inch, Sarven patent, 40 and 44 inches high, regular split hickory special quality. The best wheels that we can produce. For full description of wheels and for any changes wanted in size or height, please refer to large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way. For further description and any changes wanted on gear, see large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four-plate. For further description, and any changes desired, see large folder between pages 76 and 77.

AXLES—2,000-mile, 15/16-inch, nicely arched. For description and changes desired, see folder, pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three bow, leather quarters and leather backstays. For further description and any changes wanted, please refer to large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark green ALL WOOL broadcloth. For further description and any changes wanted in upholstery see large folder between pages 76 and 77.

PAINTING—Gear, dark Brewster green, neatly striped. Body, plain black. For further description of painting and any changes wanted, see large folder between pages 76 and 77.

SHAFTS—Split hickory special quality as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.

The buggy for all seasons. Closed up, wind, cold and storm-tight almost instantaneously. Opened up just as quick to let in sunshine and air from all four sides. It is a buggy that makes it possible to travel at your pleasure. Built on our famous wrought iron gear. Tried and tested in every way. It carries our two-year guarantee. Rides extremely easy—runs very lightly. Only weighs 48 pounds more than an ordinary top buggy. Equipped with electric lights if wanted. See special description of electric light equipment.

Large glass front 17 x 29 inches. Paneled doors—large glass door lights 19 x 12 inches—sliding doors perfectly adjusted—30 oz. heavy rubber rear curtain to roll up fitted with 8 x 12 inch mica window—handsome robe rail inside—pockets in front for carrying small articles—clear road vision on both sides—all glass windows are of double strength and rubber cushioned—no jar—no rattle—plenty of room inside—seat measures 36 inches on top of cushion—split hickory special shafts with Twentieth Century bracing—Bradley quick shifting shaft couplings—oil tempered and tested four and four plate springs—soft and comfortable spring cushion and spring back—padded boot over rear—beautifully and substantially painted—elegantly upholstered.

is the result of nearly three years' careful study and experimenting. We tried and tested nearly every storm buggy made—picked out the good points and discarded the bad. The result is our Split Hickory Special Combination Buggy, which has more good sensible features than all the rest combined, and our price is just about \$40.00 less than the next best one.

One great big desirable feature of ours is its lightness, and the big undesirable feature of most others is their heaviness. A buggy so heavy and clumsy that it takes two horses to pull it would be a white elephant on your hands. Our buggy weighs just 48 lbs. more than the ordinary top buggy, and that means that our combination buggy equipped with our easy running 2,000-mile dust-proof axles will run easier than the ordinary buggy with common axles.

Our automatic ball bearing axles would only cost you \$10.00 extra on this buggy, and they would certainly reduce the draft. Please read the description of these axles on page 77.

Another valuable feature is the concealed slides for doors. The ordinary outside slides get clogged up with mud, snow and ice, while our slides are protected. Both doors are fitted with brass handles and inside patent locks. There isn't a single valuable or desirable feature on any storm buggy that is not embodied in the construction of ours. Here is just one of the many little points of superiority, and that is, our glass windows are all rubber lined and cushioned, while others are set in putty, which will pop out in a short time and then the rattle begins.

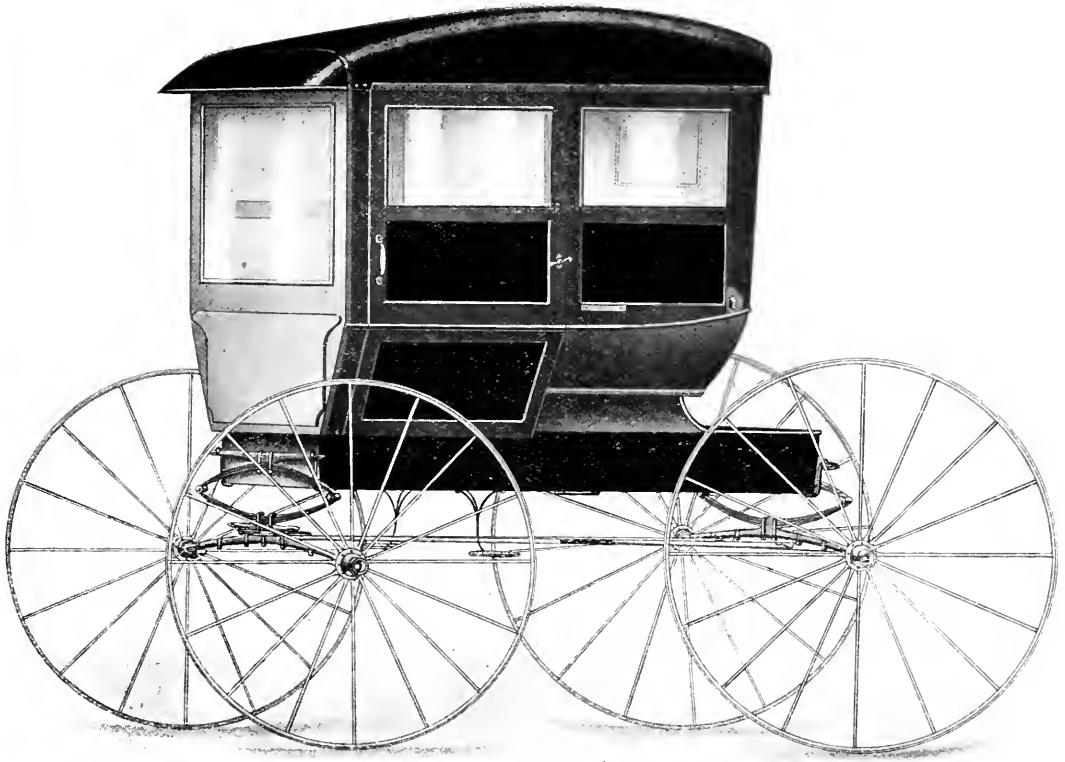
Most buggies of this kind have cheap drill door panels—ours has solid wood panels, screwed in—not nailed.

A buggy of this kind to be used in all kinds of weather and over all kinds of roads must be built right to give satisfaction. The material and workmanship must be the best, and in our No. 1277 L you get the best that money can buy and save money, too.

Our combination buggy is packed and crated very carefully and goes in a 54 inch crate, taking the same freight rate as an ordinary buggy. Every one of our customers now owning our No. 1277 L Combination Buggy say they would not be without it for twice the cost. You will say the same after you try it.

Be up-to-date and have your combination winter and summer buggy equipped with electric lights. It doesn't cost much and you will get pleasure and satisfaction out of it.

The full equipment is four lights, two in front and one in the rear, and one inside dome light fastened in the center of roof. All lamps except dome light are combination oil burning and electric. They work on a three way switch so you can turn them all on if desired, or the front, rear or dome light individually. The current is furnished by six dry cell batteries placed on the floor under the seat. The wiring is not in the way and hardly noticeable. You can order the full equipment or part of it, but there is so little difference in the cost it is best to have all four lights. New batteries can always be secured at most any hardware store or at any auto supply store or garage at a slight cost.



No. 1277 L Split Hickory Special Combination Winter and Summer Top Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

Please read the opposite page and learn more about our Combination Winter and Summer Buggy. Note especially the many desirable features and how it is built different from the usual run of storm buggies. Below we give a modified description with dimensions. For a full and complete description of the quality of material and the kind of workmanship used in this buggy, please refer to the description of our Split Hickory Special Buggies as given on the large folder between pages 76 and 77, as our Combination Buggy is built of the same high grade of materials and skilled workmanship as all of our Split Hickory Special Buggies.

BODY—26 inches wide by 56 inches long. No other width of body furnished. Seat measures 36 inches on top of cushion.

WHEELS— $7\frac{1}{8}$ -inch, Sarven patent, 40 and 44 inches high.

GEAR—Our famous wrought iron gear, with double reaches extra well braced.

SPRINGS—Elliptic style with French points, very easy riding, 4-plate front, 4-plate rear.

AXLES—2,000-mile easy running, 1-inch absolutely dust-proof.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

UPHOLSTERING—Seat and back regularly trimmed in heavy dark green ALL WOOL broadcloth. Springs in cushion and springs in back. Dash is lined with Morocco-line leather, with pockets. Leather upholstery furnished instead of cloth, \$3.00 extra.

TOP—Is made waterproof, heavy 30-oz. rubber duck in quarters, roof, backstays and back curtain. Top lining, dark green heavy wool cloth.

PAINTING—Gear, dark Brewster green, neatly striped. Body and seat, black, with panels in doors painted dark Brewster green to match gear. Mouldings on top are striped with one fine line. Can furnish any color painting on gear wanted, and can change painting on body to suit your wants.

SHAFTS—Regular split hickory special quality, with Twentieth Century ironing. Full leather trimmed.

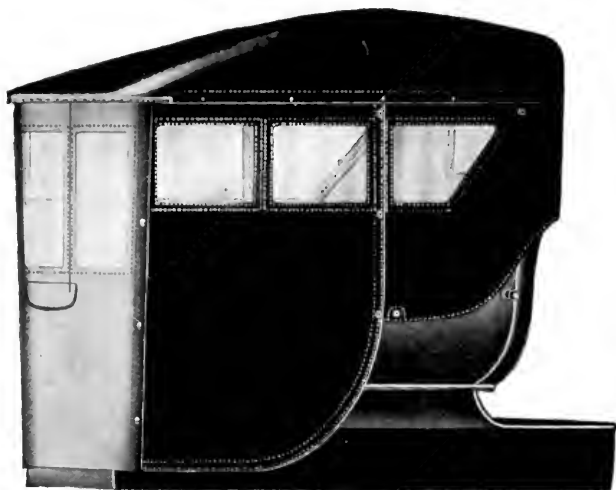
CHANGES AND EXTRAS—Can furnish heavier wheels, springs and axles where specially desired. Can change the painting and upholstery. Cannot make any changes in dimensions of body.

FIXTURES—Whipsocket, full length carpet, padded board boot on back of body, Bradley quick shifting shaft couplings, axle wrench, washers and everything complete.

WEIGHT—Net weight, 375 lbs. When packed for shipment, approximately, including crating lumber, 625 lbs.

Our automatic ball bearing axles (page 77) would be worth four times their cost on your winter buggy.

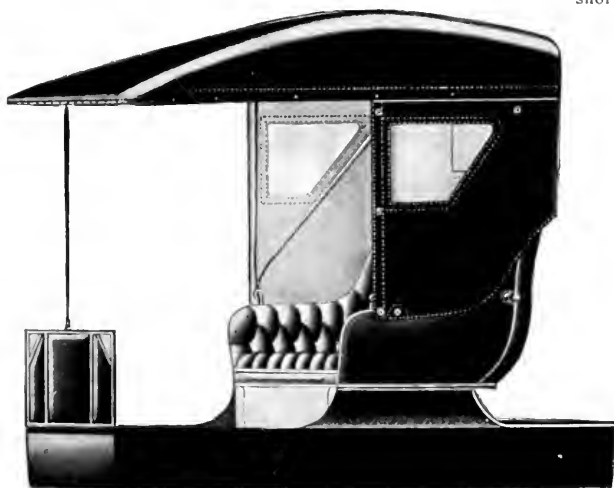
Fitted to any Split Hickory Buggy. Made like high-grade automobile tops. Suitable for any kind of weather. Keep warm and dry in cold, rain or snow. Has five detachable curtains, two on each side and one in front. Has large mica windows in all curtains. The top lays back just the same as an ordinary top. Can be detached from seat same as other tops. Makes a three-in-one buggy—storm buggy—general purpose buggy with top up or down—take off top and you have an open runabout. Made of same material as our skeleton top page 78. Strong, substantial, a convenience—a comfort.



This illustration shows top with all of the curtains on. Notice the large windows. Curtains can be rolled up without breaking mica. Never fold mica, as that will break it.

Price quoted is in place of leather quarter top on any Split Hickory Special Top Buggy, and in place of all rubber top on any Square Deal Top Buggy.

Our Split Hickory Storm Top is made the same as the tops used on automobiles. It is an unlined skeleton top, made with good deep quarters and backstays and made of 32-oz. heavy English Rubber duck, the same material that we use in making our skeleton auto top as illustrated and described on

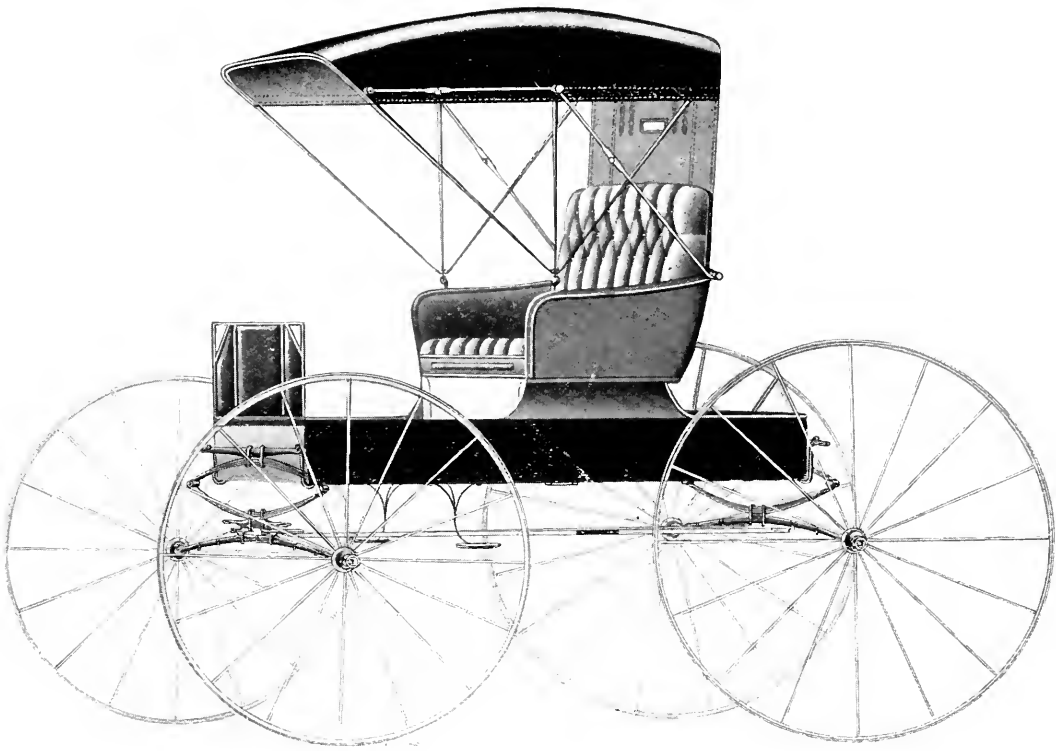


This shows top with rear side curtains on. These can be taken off and back curtain rolled up if desired.

page 78. This top is 3-bow pattern without any joints or nuts of any kind. The front bow socket is made to form a stiffener or arm to hold the top in shape when it is set up. This socket is made detachable so that when the top is laid back it can be laid back flat by simply shifting the front short bows to the lug attached to the middle of bow socket.

As the illustration shows, there are two side curtains on each side and one front curtain, all of which are detachable. The rear curtain is made so that it can be rolled up, thereby leaving the top entirely open. The windows are made large and of mica, which is the best material for this purpose. The window in rear curtain is 6x9 inches, the three side curtain windows are 8x11 inches, the front curtain window is 14x14 inches. These windows are plenty large enough to permit the occupants of the vehicle to see on all sides in the front and in the rear.

The top is held rigid in front by a brass cable fastened to the front of top and to a ring in the center of dash. This holds the top in shape and does not permit of its wrinkling. The side curtains and front curtain can be put on from the inside of the buggy without getting out into the mud, if desired. These curtains are attached to each other and to the top by means of brass Brewster curtain fasteners, which are neat in appearance, strong and operate quickly. There is no rattle to this top and the material of which it is made insures its durability, and also that it will shed rain, snow or sleet in the hardest storm. If desired, we will be glad to send a small sample of the material of which the top is made. This style top has proven very popular with our customers who want protection from cold and storm, but do not want a regular paneled storm buggy. It is cheaper and answers every purpose, and we have no hesitancy in recommending it to you and guaranteeing that it will give perfect satisfaction.



No. 1277 M Split Hickory Special Phaeton Seat Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

We illustrate here our phaeton seat buggy. This is a style of seat that has been popular with many of our customers in past years on account of its room and comfort. It is a very handsome seat in appearance, and if you want something extremely comfortable, we know you will be well pleased with this. Outside of the seat this buggy is built exactly the same as our Split Hickory Special style No. 1277 as described on the large folder between pages 76 and 77. Please read carefully the full description and note the many changes that can be made in both construction and finish.

BODY—24 inches wide, 56 inches long. For further description of body, and any changes desired, please refer to the large folder between pages 76 and 77.

WHEELS— $\frac{3}{4}$ -inch Sarven patent, 40 and 44 inches high, regular split hickory special quality. The best wheels that we can produce. For full description of wheels and for any changes wanted in size or height, please refer to large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way. For further description and any changes wanted on gear, see large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four-plate. For full description, and any changes desired on springs, see large folder between pages 76 and 77.

AXLES—2,000-mile, $\frac{15}{16}$ -inch, nicely arched. For further description and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow, leather quarters and leather backstays. For further description and any changes wanted, please refer to large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark green, all-wool broadcloth. For further description and any changes wanted in upholstery, see large folder between pages 76 and 77.

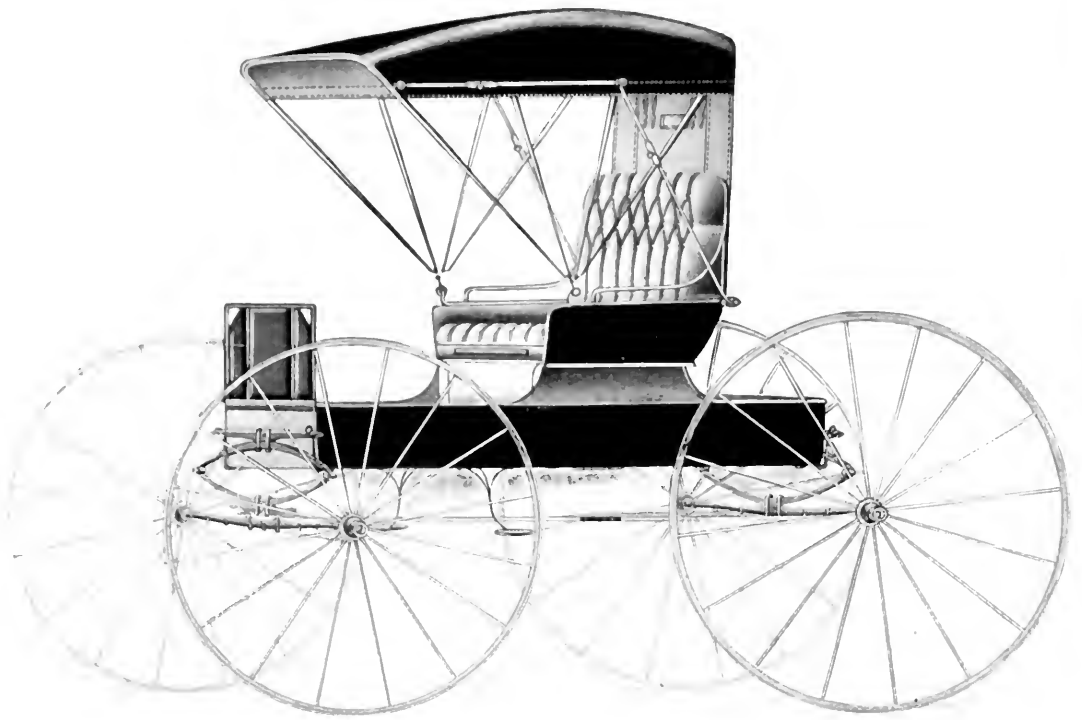
PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description of painting and any changes wanted, see large folder between pages 76 and 77.

SHAFTS—Split hickory special quality, as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures, and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 515 lbs.



No. 1277 N Split Hickory Special Wide Heavy Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

We supply our No. 1277 N to a great many liverymen and to other customers who want a good wide, heavy and very strong buggy. This buggy is built of the same material as our regular Split Hickory Special, but it is built wider and heavier all the way through. Has 26-inch body instead of 24-inch, 1-1/16-inch axles instead of 15/16-inch, 1-inch wheels with 5/16-inch steel tires instead of 7/8-inch with 1/4-inch steel tires. Has 4 and 5 plate springs instead of 3 and 4 plate, and, although the illustration does not show it, the top is furnished with outside extension joints instead of the regular inside concealed joints, which make a stronger top. For a complete description and for changes that can be had if desired, please refer to the large folder between pages 76 and 77.

BODY—26 inches wide, 56 inches long. For further description of body and any changes desired, please refer to the large folder between pages 76 and 77.

WHEELS—1-inch, 40 and 44 inches high with 5/16-inch steel tires. Sarven patent style, split hickory special quality, the best wheels that money can produce. For any changes desired in wheels, please refer to large folder between pages 76 and 77.

GEAR—Same as No. 1277 on large folder, in every way, except built heavier all the way through. For further description and any changes wanted on gear, see large folder between pages 76 and 77.

SPRINGS—Heavy, but easy riding, elliptic style, four-plate front, five-plate rear. Full description of springs and for any changes wanted, see large folder between pages 76 and 77.

AXLES—1 1/16-inch, 2,000-mile dropped. For further description and any changes desired, see large folder between pages 76 and 77.

TOP—Four-bow, leather quarters and leather back stays with outside extension joints. For further description of top, and any changes wanted, please refer to large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

CUSHION AND BACK—Upholstered in heavy dark green, all-wool broadcloth. For further description and any changes wanted in upholstering, see large folder between pages 76 and 77.

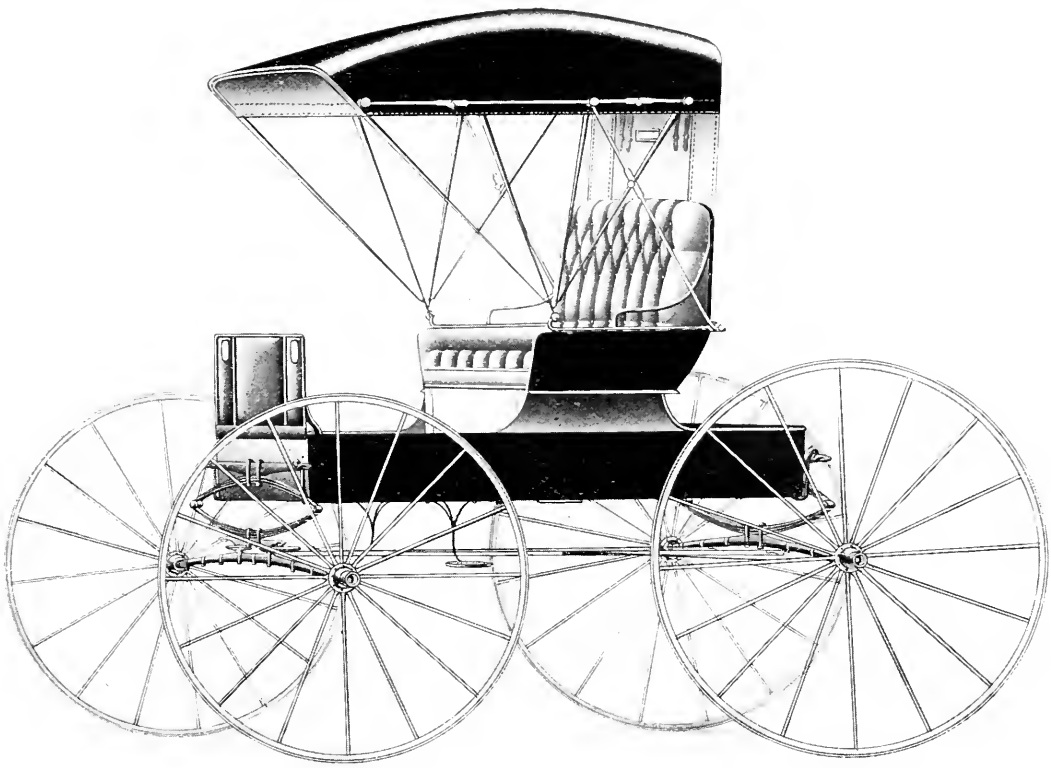
PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description of painting, and any changes wanted, please refer to large folder between pages 76 and 77.

SHAFTS—Split hickory special quality as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 550 lbs.



No. 1277 O Split Hickory Special Wide Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is our regular Split Hickory Special Top Buggy, same in every way as No. 1277 illustrated and described on the large folder between pages 76 and 77, except that it is regularly furnished with body 26 inches wide instead of 24 inches, and has outside extension joints instead of regular inside concealed joints. This makes a good, wide, roomy and comfortable buggy, without making it extremely heavy. For anyone wanting plenty of room in body and plenty of seat room, we recommend No. 1277 O.

BODY—26 inches wide, 56 inches long. For further description of body and any changes desired, please refer to the large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way. For full description and any changes desired, see large folder between pages 76 and 77.

WHEELS— $\frac{7}{8}$ -inch Sarven patent, 40 and 44 inches high. Regular split hickory special quality, the best wheels that can be furnished. For full description of wheels, and for any changes wanted in size or height of wheels, please refer to large folder between pages 76 and 77.

SPRINGS—Elliptic style, three and four-plate. For further description and any changes desired, see large folder between pages 76 and 77.

AXLES—15/16-inch, 2,000-mile, arched. For further description and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Four-bow, leather quarters and leather backstays. For further description and any changes desired in top, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark green, all-wool broadcloth. For further description and any changes wanted in upholstery, see large folder between pages 76 and 77.

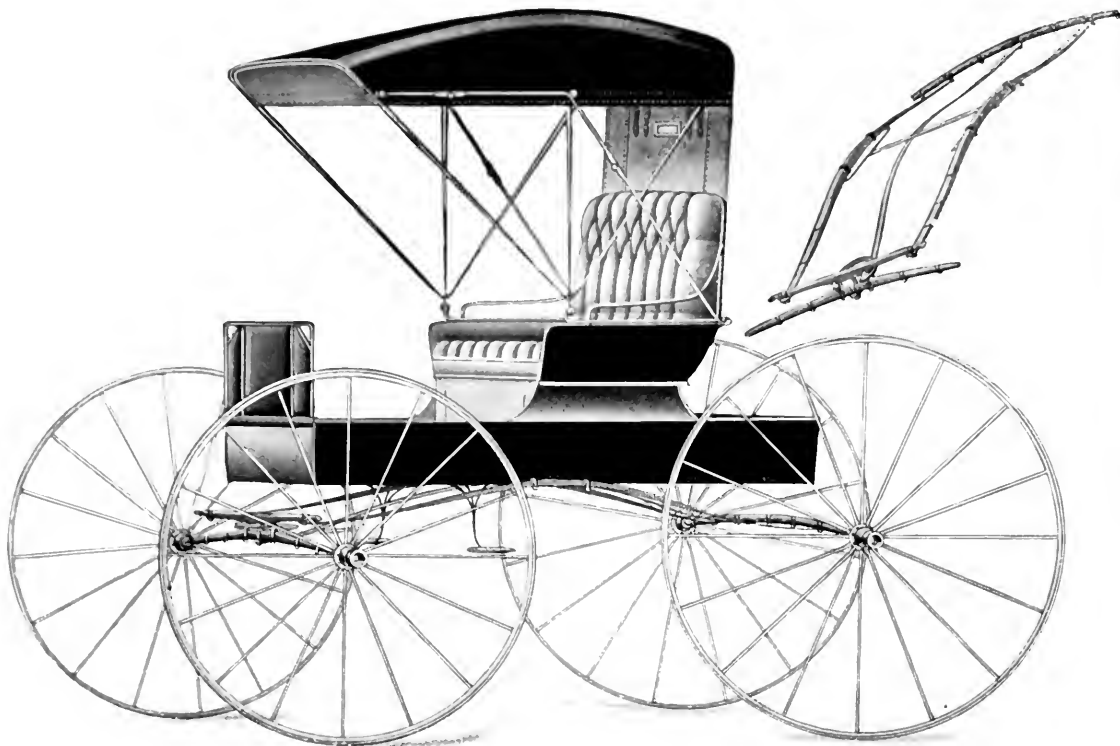
PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description of painting, and any changes wanted, please refer to large folder between pages 76 and 77.

SHAFTS—Split hickory special quality as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes wanted, please refer to large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1277 P Split Hickory Special Side Spring Top Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

The illustration here shows our Split Hickory Special Top Buggy furnished on long easy riding Amesbury side springs. Outside of the gear it is built in every way exactly the same as No. 1277 illustrated and described on the large folder between pages 76 and 77. Please read this description very carefully and take particular notice of the many special and attractive features regularly furnished. We can furnish No. 1277 P with full drop back instead of solid panel back if desired without change in price.

BODY—24 inches wide, 56 inches long. For further description of body and any changes desired, please refer to the large folder between pages 76 and 77.

WHEELS—Sarven patent, regular split hickory special, the best wheels that can be furnished. 7½-inch, 40 and 44 inches high. For full description of wheels and for any changes wanted in size or height of wheels, please refer to the large folder between pages 76 and 77.

GEAR—Same as No. 1277, except as to springs. For full description of gear and any changes desired, see large folder between pages 76 and 77.

SPRINGS—Long, easy riding Amesbury side springs as illustrated. For full description of springs and for any changes wanted, see large folder between pages 76 and 77.

AXLES—15/16-inch, 2,000-mile, arched. For further description, and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—three-bow, leather quarters and leather backstays. For further description and any changes desired in top, see large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy, dark green, all-wool broadcloth. For further description and any changes wanted in upholstering, see large folder between pages 76 and 77.

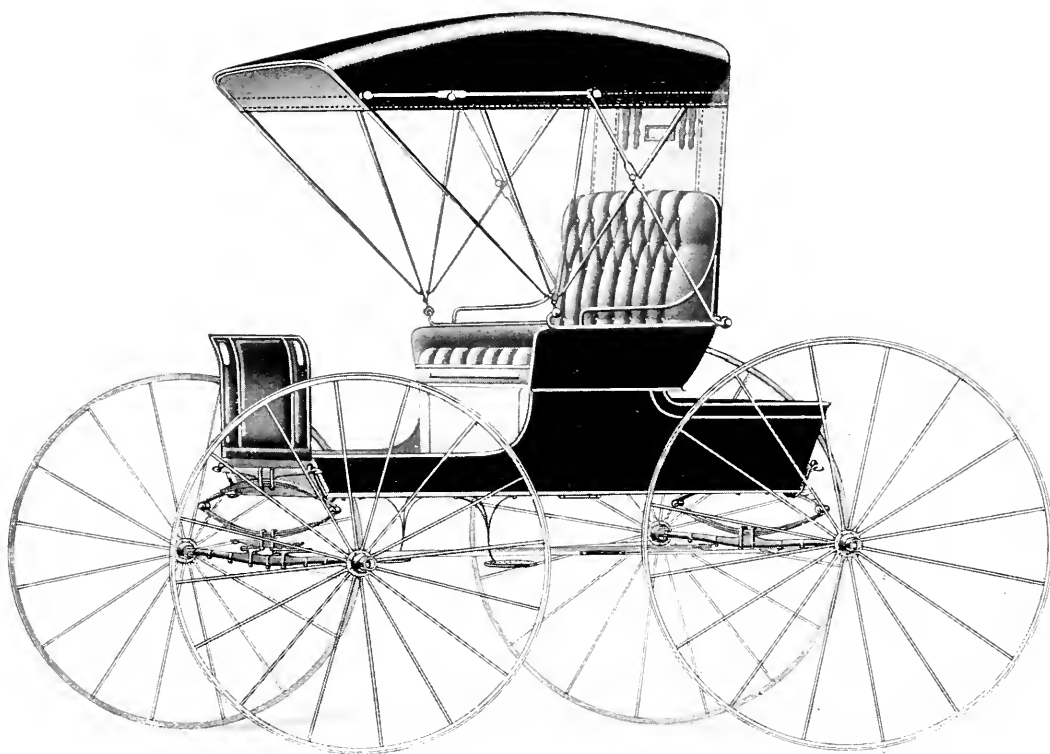
PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description of painting, and any changes wanted, please refer to large folder between pages 76 and 77.

SHAFTS—Split hickory special quality as described on large folder between pages 76 and 77. Full leather trimmed and double braced. For further description of shafts and for any changes wanted, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, please refer to large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 515 lbs.



No. 1277 Q Split Hickory Special Wide Corning Body Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

No. 1277 Q is our regular Split Hickory Special Top Buggy with Corning body, built wide and roomy. Body is 26 inches wide, and this insures plenty of room in body and plenty of seat room. It is furnished regular with 4-bow top and outside of these changes it is exactly the same as No. 1277 illustrated and fully described on the large folder between pages 76 and 77. Please read the description on this folder carefully and note the number of special features regularly furnished on this buggy.

BODY—26 inches wide, 52 inches long, bottom measurement. For further description and any changes desired, see large folder between pages 76 and 77.

WHEELS—Split hickory special quality, the best wheels ever put on a vehicle. Sarven patent style, $\frac{3}{8}$ -inch: 40 and 44 inches high. For further description of wheels and for changes in height and size, that can be made if desired, see large folder between pages 76 and 77.

GEAR—Same as No. 1277, except axles are dropped instead of arched. For further description of gear and any changes desired, see large folder between pages 76 and 77.

SPRINGS—Three and four-plate, elliptic style. For further description of springs and any changes desired, please see large folder between pages 76 and 77.

AXLES—15/16-inch, 2,000-mile, slightly dropped. For further description of axles or for any changes desired, please refer to large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—4-bow pattern, leather quarters and backstays. 3-bow top furnished, if desired. For further description and any changes desired in top, see large folder between pages 76 and 77.

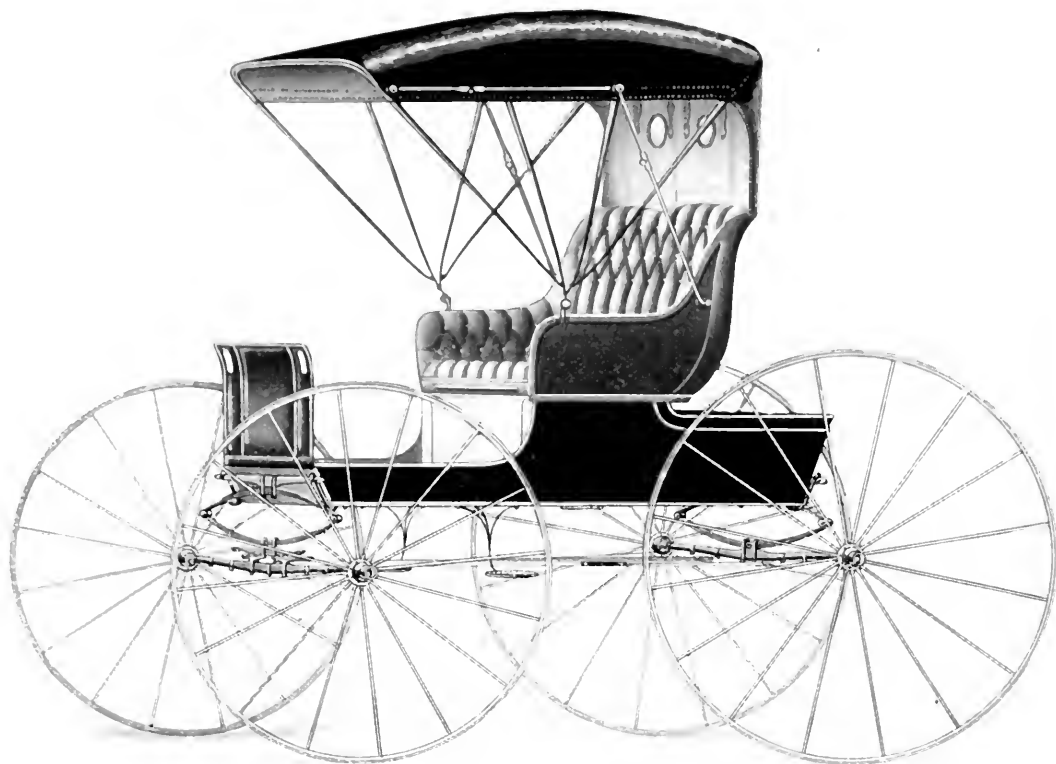
CUSHION AND BACK—Upholstered in dark green, heavy all-wool broadcloth. For further description and any changes wanted in upholstering, please refer to large folder between pages 76 and 77.

PAINTING—Gear, dark Brewster green, neatly striped; body, plain black. For further description and any changes wanted in painting, please refer to large folder between pages 76 and 77.

FIXTURES—Same as No. 1277, which is fully described, together with any changes desired on large folder between pages 76 and 77.

CHANGES AND EXTRAS—See large folder between pages 76 and 77 for full information on any changes or extras wanted.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1277 R Split Hickory Special Wide Corning Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is our Split Hickory Special Top Buggy with Corning body 26 inches wide, equipped with our style A-11 Sunken Panel Automobile seat, making a wide, roomy and comfortable body and seat. Has 4-bow top with auto style backstays, bent auto style bow sockets and twin curtain lights in back curtain. Is a nice buggy in appearance, built extra strong and substantial, and suitable especially for large people or for elderly people who want plenty of seat room. For a full and complete description of the material and workmanship of this buggy, please read the description as given on the large folder between pages 76 and 77, and note that we can make a large variety of changes in the construction and finish.

BODY—26 inches wide, 52 inches long, with A-11 Sunken Panel automobile seat. For full description of body, see large folder.

GEAR—Our wrought iron gear as fully described on the large folder between pages 76 and 77.

WHEELS— $7\frac{1}{2}$ -inch, Sarven patent, 40 and 44 inches high. Our best wheels. For full description of wheels and for any changes that you may want, please refer to the large folder between pages 76 and 77.

SPRINGS—Elliptic style, 3-plate front, 4-plate rear. Springs are fully described on the large folder.

AXLES—15 $\frac{1}{16}$ -inch, 2,000-mile, slightly dropped. For full description and changes, see large folder.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—4-bow, leather quarters and leather backstays. Rubber roof and back curtain, and rubber side curtains. Bent automobile style bow sockets and auto style backstays. For

further description of top and changes, please refer to the large folder between pages 76 and 77.

CUSHION AND BACK—Upholstered in heavy dark green, all wool broadcloth. For further description and changes in upholstery, see large folder.

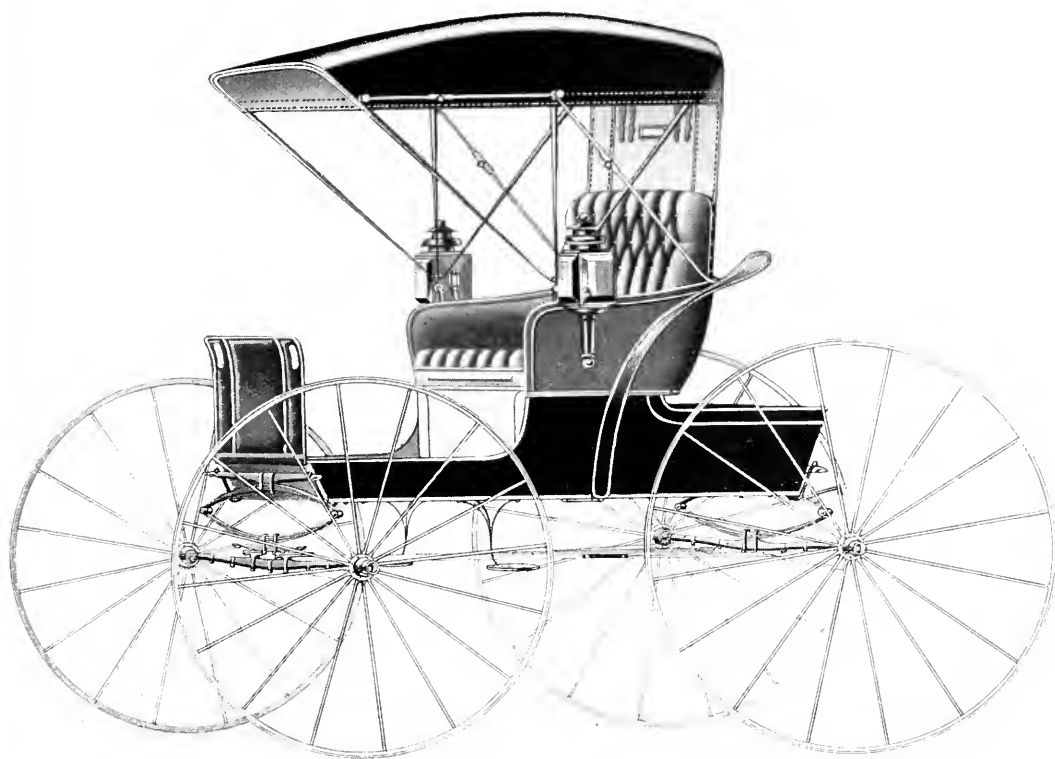
PAINTING—Gear, dark Brewster green, nicely striped. Body and seat, plain black, or if wanted can furnish panels in seat painted green to match gear. For further description of painting and changes, see large folder.

SHAFTS—Split hickory special quality, with Twentieth Century ironing, as fully described on the large folder between pages 76 and 77.

FIXTURES—Same as No. 1277 in every respect as described on the large folder between pages 76 and 77.

CHANGES AND EXTRAS—These are all covered on the large folder.

WEIGHT—When packed for shipment, approximately 535 lbs.



No. 1277 S Split Hickory Special Phaeton Style Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is a style of buggy that we have been building for a great many seasons, as we have many customers who like this style buggy because it is on the order of a phaeton, but a great deal lighter and easier running. It is equipped with a nice, comfortable phaeton style seat, with good high seat sides and high back. Has fenders over the rear wheels and oil burning lamps. Is well made, a strongly built buggy in every respect, and will give the best of satisfaction. The material and workmanship are just exactly the same as all of our Split Hickory Specials as described on the large folder between pages 76 and 77. Please read the description carefully and note the changes that can be made if desired.

BODY—24 inches wide, 52 inches long, Corning style, with phaeton style seat. For full description of body please refer to the large folder.

GEAR—Our famous wrought iron gear, as fully described on the large folder.

WHEELS— $7\frac{1}{2}$ -inch, Serven patent, 40 and 44 inches high. Our best split hickory wheels. For full description of wheels and changes please see large folder.

SPRINGS—3 and 4-plate, elliptic style, as fully described on the large folder.

AXLES—15/16-inch, 2,000-mile, dust proof, slightly dropped. For further description of axles see large folder.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track see page 12.

TOP—3-bow leather quarters and leather backstays, extra long top. See large folder for further description and for changes.

CUSHION AND BACK—Upholstered in heavy dark green all wool broadcloth. For further description of upholstery and for changes see large folder.

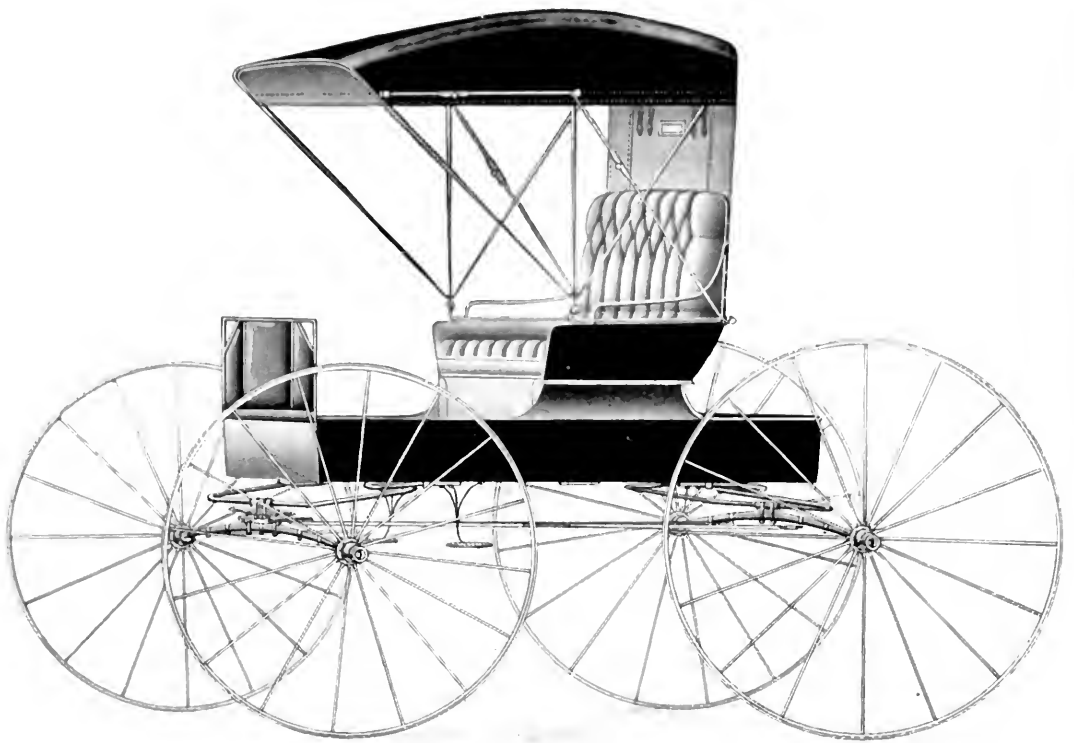
PAINTING—Gear, dark Brewster green, nicely striped. Body and seat painted black. For changes and for further description of painting, please refer to large folder.

SHAFTS—Split hickory special quality, with Twentieth Century ironing. Full leather trimmed. For further description and illustration of shafts see large folder.

FIXTURES—Everything complete, same as furnished on our regular split hickory special buggies, and including oil burning lamps and fenders.

CHANGES—Can leave off lamps or fenders or both, if desired, on this buggy at a reduction in price. Can make any other changes that may be desired. Please see large folder for detailed changes that can be made.

WEIGHT—When packed for shipment, approximately 525 lbs.



No. 1277 T Split Hickory Special Shuler Spring Top Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

This is our regular Split Hickory Special Top Buggy with body hung on Shuler roller bearing springs. We have furnished a great many of our buggies with Shuler springs and they have in every case given excellent satisfaction. We do not hesitate to recommend this as a very easy riding, thoroughly strong and substantial buggy, and one that will give the best of satisfaction.

BODY—24 inches wide, 56 inches long. Can furnish Shuler springs on 20 or 22-inch body, but do not carry them for 26-inch body. For further description of body and any changes desired, please refer to the large folder between pages 76 and 77.

WHEELS—Split hickory, special quality, the best wheels ever put on a vehicle; Sarven patent style, 7½-inch; 40 and 44 inches high. For further description of wheels and for changes in height and size that can be made, if desired, see large folder between pages 76 and 77.

GEAR—Same as No. 1277 in every way, except as to springs. For full description and any changes desired, see large folder between pages 76 and 77.

SPRINGS—Shuler Roller Bearing, very easy riding and doubly guaranteed by both the maker and ourselves. For further description and any changes desired, see large folder between pages 76 and 77.

AXLES—15/16-inch, 2,600-mile, arched. For further description and any changes desired, see large folder between pages 76 and 77.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Three-bow; leather quarters and leather backstays. For further description and any changes desired, see large folder between pages 76 and 77.

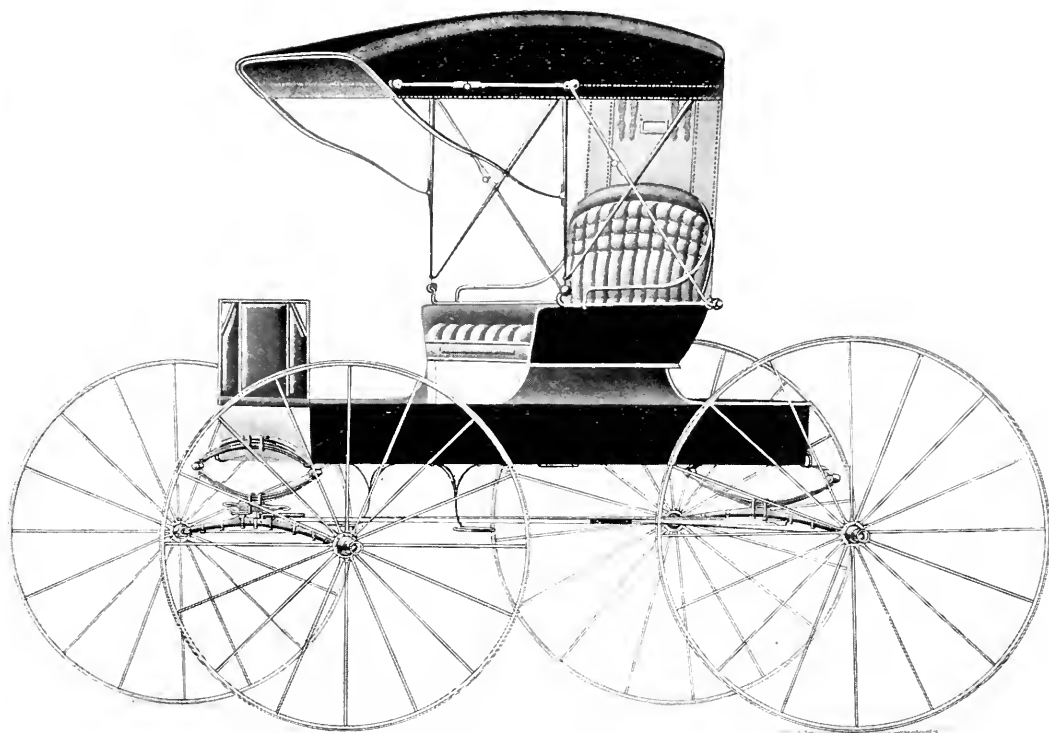
CUSHION AND BACK—Upholstered in heavy dark green, all-wool broadcloth. For further description and any changes desired in upholstering, see large folder between pages 76 and 77.

PAINTING—Gear, dark Brewster green, neatly striped. Body, plain black. For further description of painting and any changes wanted, see large folder between pages 76 and 77.

FIXTURES—Same as No. 1277. For full description of fixtures and any changes desired, see large folder between pages 76 and 77.

CHANGES AND EXTRAS—For complete information on any changes or extras wanted, see large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 515 lbs.



No. 1277 V Split Hickory Special Southern Buggy

Built on Our Famous Wrought Iron Gear

PRICED WITH SHAFTS AND STEEL TIRES

For full description and illustration of special features, and for any changes that may be desired on this buggy, please refer to the large folder between pages 76 and 77.

We build this buggy especially for our Southern customers. It is made light but thoroughly strong and substantial. Has full drop back instead of regular solid panel spring back, handy style top, genuine leather trimmings in cushion and back. Body is hung on Bailey loops and the painting and upholstering are strictly first class throughout. We can furnish ornamenting and fancy striping on body if desired. We can also furnish this buggy hung on long easy riding Amesbury side springs at an extra cost of \$1.50 over the regular springs. For further description and illustration of all special features furnished regularly, and for detailed changes that we can make if desired, please refer to the large folder between pages 76 and 77.

BODY—22 inches wide by 56 inches long. For further description of body please see large folder.

GEAR—Our famous wrought iron gear as fully described on the large folder.

WHEELS—34-inch, 40 and 44 inches high. Higher or lower wheels or heavier wheels furnished as detailed in the full description and changes on the large folder.

SPRINGS—3 and 4-plate, very easy riding, elliptic style. Please see large folder for full description of springs.

AXLES—15/16-inch, 2,000-mile, dust proof, as fully described on the large folder.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—2½-bow, handy style, leather quarters and backstays, heavy rubber roof and back curtain, full length top. Can furnish 3½-bow top or either three or four-bow regular top as desired. For further description of top and for changes, please refer to large folder.

CUSHION AND BACK—Upholstered in strictly No. 1 Morocco leather, with leather seat ends and leather fall to cushion. Springs in cushion, no springs in back. Back is full drop style. Panel back furnished with springs in place of drop back without extra cost.

PAINTING—Gear, dark Brewster green, neatly striped. Body and seat, plain black. Can change painting, furnishing any color desired. See large folder for further description of painting and for optional changes.

SHAFTS—Split hickory special quality, with Twentieth Century ironing. See large folder for illustration and further description of shafts.

FIXTURES—Everything complete, just the same as furnished on all of our split hickory specials. See large folder for complete description of fixtures.

CHANGES AND EXTRAS—All changes and extras are covered on the large folder between pages 76 and 77.

WEIGHT—When packed for shipment, approximately 500 lbs.

The detailed description given below applies to all the surreys illustrated on pages 103, 104, 105, 106, 107, 108, and 109, the only differences being stated in the short descriptions under each illustration.

All these surreys on the pages referred to above are made in the same grade of material throughout as No. 12103 on page 103 and described on this page; the difference in the prices being due to the differences in the styles of bodies, seats and tops. It will be clearly understood by reading this description that we are prepared to make almost any change you may want, and build, trim and finish the surrey you select to suit your own ideas and tastes. We positively cannot, however, make any changes in the proportions of the bodies and seats.

All tops arranged so they can be instantly removed, converting the surrey
into an open job.

Sheldon's High Collar, 2000-Mile Dustproof Axles.

Velvet Carpet.

Tops all made extra long to afford Full Protection, and are Waterproof.

Good, Heavy, Waterproof Plaid-Back Storm Apron.

Screwed Rim, Split Hickory Wheels, Best Quality.

All Axle Boxes set in White Lead.

All Axle Caps cemented solid to Axles.

All Gears made Double Perch, strictly first-class. Split Hickory Stock, thoroughly seasoned.

Rear Circle and Rear Kingbolt Interlocking Fifth-wheel.

Finish Extra Fine throughout.

Every Part Fully Guaranteed for two years.

Any Surrey shipped anywhere on our 30-Day Free Road Test Plan.

Below we give a description in detail of each feature, with such changes mentioned as, in our opinion, will likely be wanted. If any other changes are required, please write us. We can make almost any changes you may desire.

BODY—Straight sill, as shown, 26 inches wide, 71 inches long. Made with extra heavy sills, hardwood bottom, popular panels, heavy iron rocker plates.

SEATS—Regular surrey seats as shown. All seats are roomy and comfortable, well ironed and braced, with good high backs and high seat sides.

WHEELS—Split hickory special quality, our best wheel. Seven patent style, 1-inch, 40 and 44 inches high. Can furnish $7\frac{1}{8}$ -inch wheels instead of 1-inch, where desired, but only recommend $7\frac{1}{8}$ -inch wheels for surreys where roads are exceptionally good, and where light loads are to be carried. $1\frac{1}{8}$ -inch wheels furnished instead of 1-inch, \$2.00 extra.

GEARS—Double reach on all styles. Double braced and have rear circle and rear kingbolt interlocking fifthwheel.

SPRINGS—Sheldon's famous French point, elliptic easy-riding four and five plate steel springs, especially graded for easy riding and full carrying capacity.

AXLES—Arched front and rear, Sheldon's 2,000-mile, dust-proof, high collar steel axles, 1 $\frac{1}{16}$ -inch with cemented split hickory axle caps. The axles furnished regularly are plenty heavy enough for any purpose and it is not necessary to ever order heavier axles. We can, however, where specially wanted, furnish $1\frac{1}{8}$ -inch axles for \$1.00 extra. Dropped axles furnished in place of arched without extra charge. Can furnish any surrey with high $4\frac{1}{2}$ -inch arched axles for \$2.50 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—Extension top, full length with genuine hand grained leather quarters and backstays, heavy grade water-proof rubber roof and back curtain, heavy rubber side curtains all around. Lining in top dark green wool cloth, back curtain and backstays lined with same. Full leather top furnished with rubber side curtains instead of leather quarter top for \$8.00 extra. Leather side curtains all around instead of rubber, \$18.50 extra.

CANOPY TOP—All canopy tops are 4-post with dark green cord and tassel fringe, heavy, dark green wool headlining, heavy colored back side curtains all around.

CUSHIONS AND BACKS—Upholstering is extra fine quality heavy dark green imported wool broadcloth, soft easy-riding automobile style springs in cushions and backs; sides of seats lined and padded. Blue or wine colored broadcloth or drab colored whipcord instead of green cloth furnished, no extra charge. Genuine leather upholstery in seats and backs, \$4.50 extra. On auto seats \$6.00 extra.

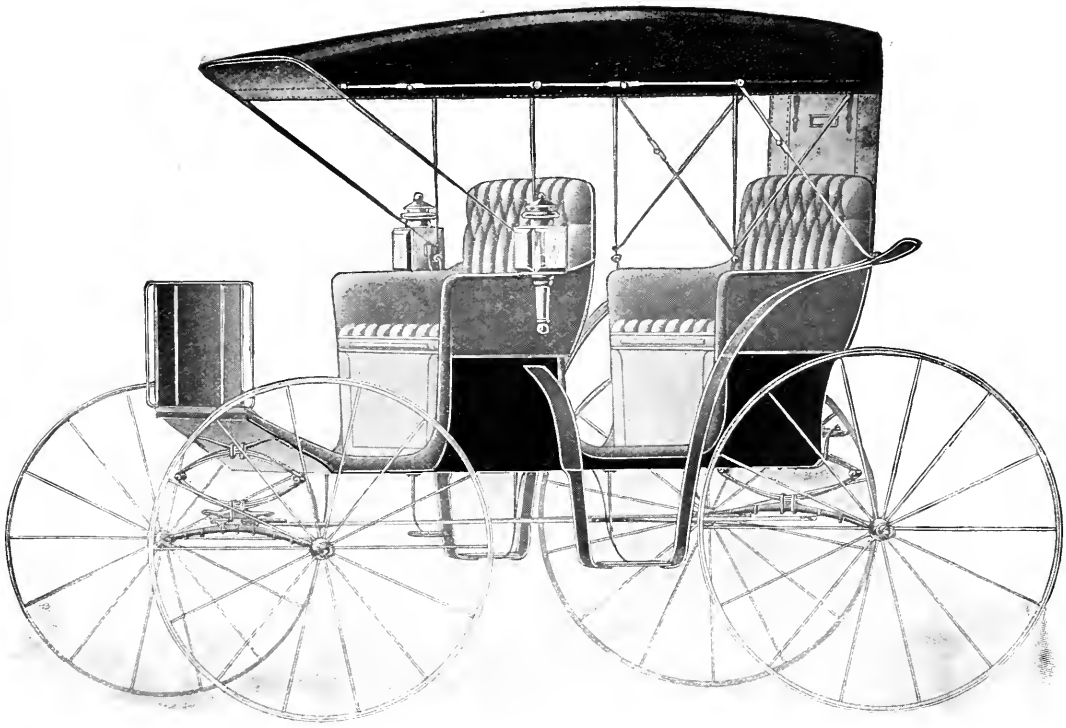
PAINTING—Bodies and seats painted black, with all mouldings neatly striped. Gears painted dark brewster green with neat glazed carmine striping. Seats may be furnished painted dark green with black body, if preferred. Gears may be painted wine, red, yellow or black instead of green, if preferred, no extra. The finish on all our Split Hickory Surreys is extra fine and the paint is very durable.

SHAFTS—Strictly second growth split hickory stock. Extra heavy surrey shafts furnished, carefully ironed and full leather trimmed with 36-inch point leathers. Pole furnished in place of shafts, \$3.25 extra. Pole furnished in addition to shafts, \$5.25 extra.

FIXTURES—Handsome patent leather end rail dash. Full length all-wool extra fine quality carpet. Nickel plated handsome pattern oil-burning lamps. Full length and full width genuine leather double fenders. Bradley quick shifting shaft couplings. Extra heavy water-proof plaid back storm apron. Wrench and everything complete.

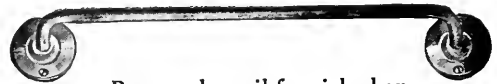
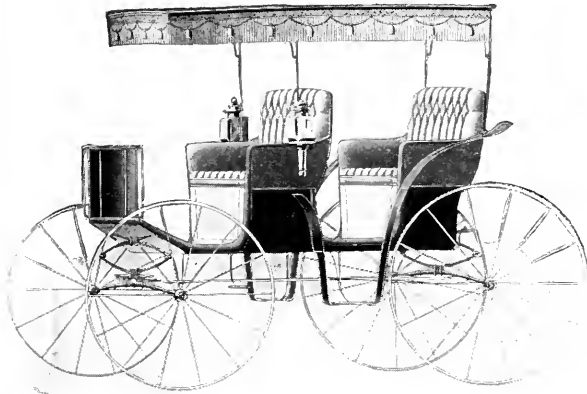
CHANGES—Extra for foot brake, \$5.00. Two springs in rear instead of one, \$4.00. Rubber tires furnished instead of steel tires at prices quoted on page 18. "Neverout" solid brass oil-burning lamps furnished in place of regular nickel lamps at prices quoted on page 20. Large handsome regular brass carriage lamps furnished in place of regular, at prices quoted on page 20. Handsome solid brass $\frac{1}{2}$ -inch robe rail on back of front seat, \$1.25 extra.

WEIGHT—Net, 500 pounds. Crated, 750 pounds.



No. 12103 Split Hickory Special Extension Top Surrey

PRICED WITH SHAFTS AND STEEL TIRES

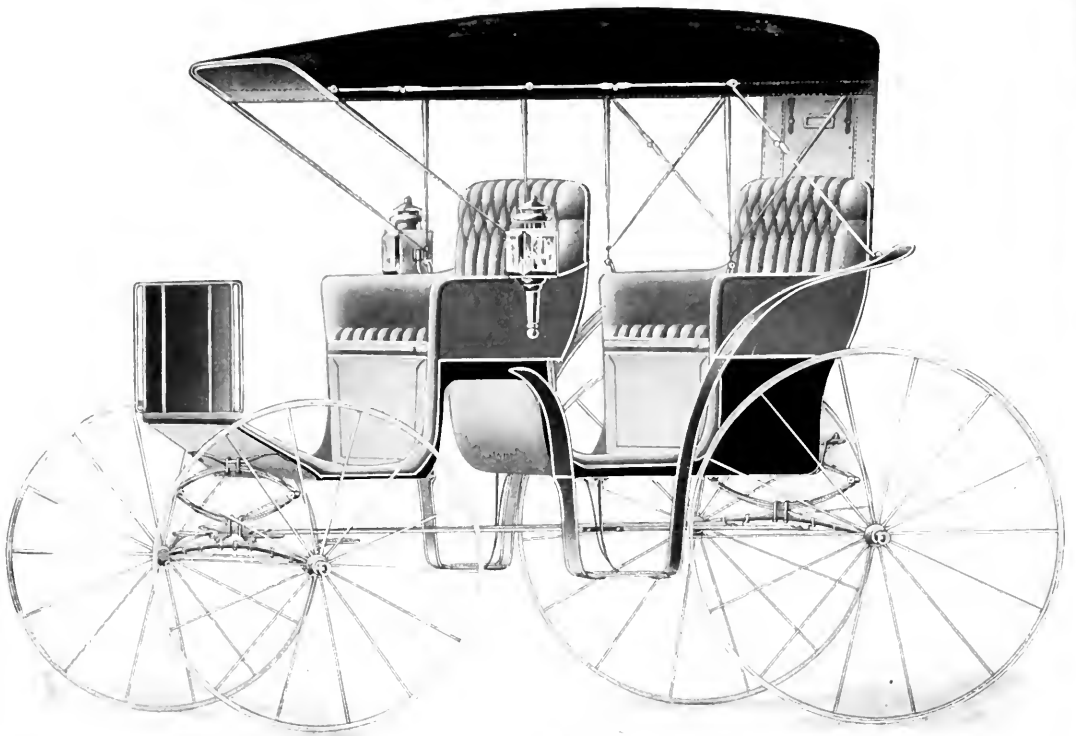


Brass robe rail furnished on
back of front seat on any
surrey \$1.25

No. 12103 A is exactly the same as
12103, except it has a canopy top instead
of extension top.

No. 12103 A Split Hickory Special Canopy Top Surrey

PRICED WITH SHAFTS AND STEEL TIRES



No. 12103 B Split Hickory Cutunder Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103, illustrated on page 103, and described on page 102, except it is made with cut-under body, which makes the difference in the price. Cut-under bodies are preferred by many, because they permit of shorter turning. There is no difference in the strength, as our cut-under bodies are heavily reinforced over the wheel house with iron straps to insure great strength.

BODY—Cutunder style, 26 inches wide, 71 inches long. Made to turn short as illustrated. See page 102 for further description of body.

SEATS—Regular surrey pattern as illustrated. For further description of seats see page 102.

WHEELS—1-inch, 40-44 inches high, our best wheels, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/16-inch. See page 102 for full description and for changes in axles.

TOP—Extension top, full length, hand grained, leather quarters and backstays, heavy wool lining, rubber side

curtains all around. For further description and changes that may be wanted in top, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green all wool broadcloth. See page 102 for full description of upholstery and for changes.

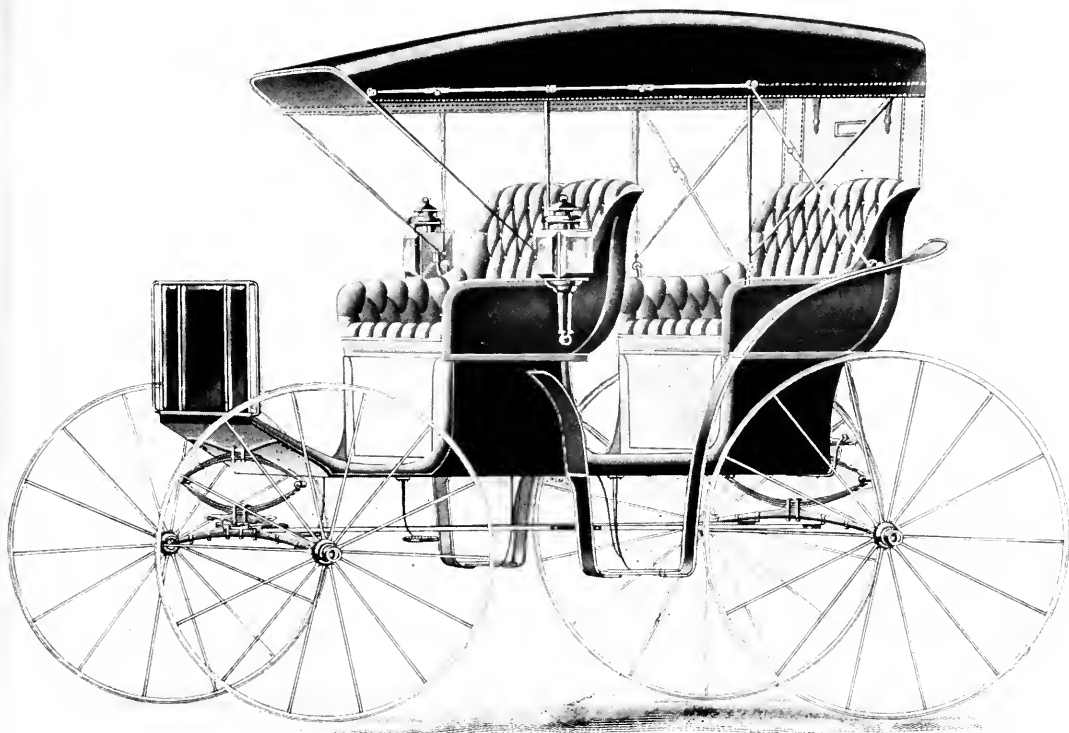
PAINTING—Gear, dark Brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size, full leather trimmed, and especially well ironed. See page 102 for full description of shafts and for changes.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full description and information as to any changes that may be desired.

WEIGHT—Net, 500 pounds. Approximate shipping weight, 750 pounds.



No. 12103 D Split Hickory Auto Seat Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103, illustrated on page 103 and described on page 102, except it has our new style sunken panel auto seats, which makes the difference in price. This is a very handsome and stylish carriage, with roomy and comfortable seats, plenty of leg room, easy riding and light enough for one horse. Quality considered, our price is very low.

BODY—Straight sill, 26 inches wide, 71 inches long. See page 102 for full description of body.

SEATS—Style A-11, sunken panel auto seats, measuring 32½ inches on top of cushion. For full description of seats, see page 102.

WHEELS—1-inch, 40-44 inches high; our best wheels, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/16-inch. See page 102 for full description and for changes in axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. For instructions how to order correct width of track, see page 12.

TOP—Extension top, full length, hand grained, leather quarters and backstays, heavy wool lining, rubber side curtains all around. For further description and changes that may be wanted in top, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green all wool broadcloth. See page 102 for full description of upholstering and for changes.

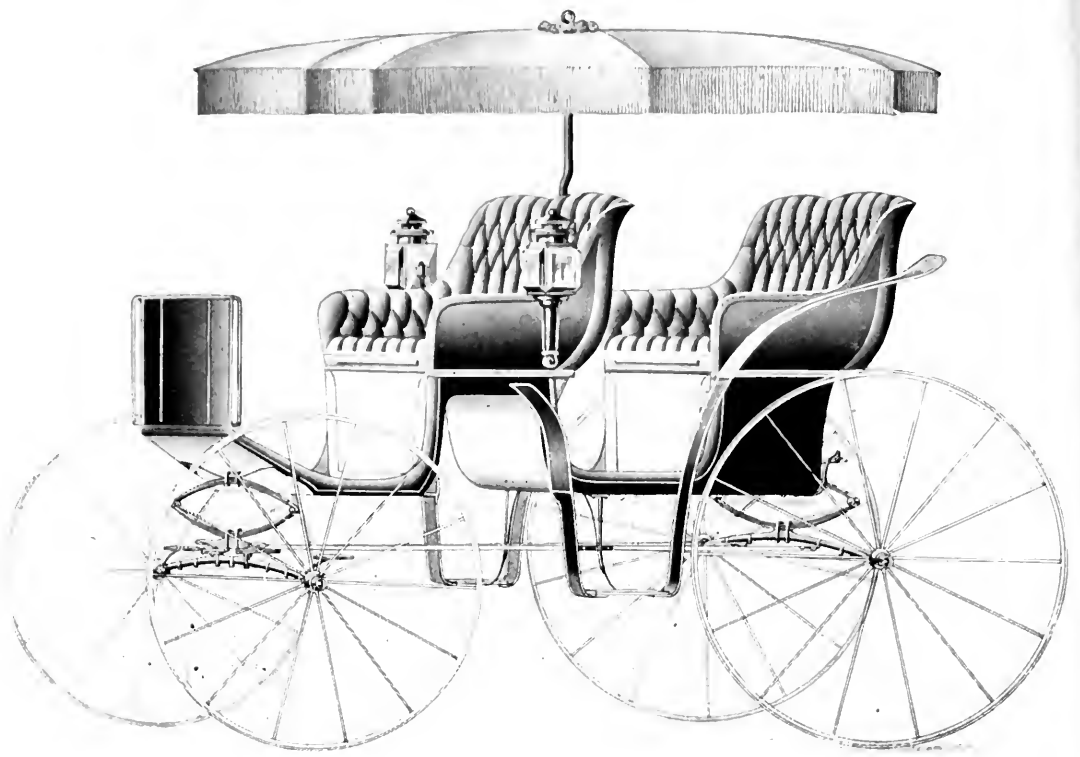
PAINTING—Gear, dark Brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size, full leather trimmed and specially well ironed. See page 102 for full description.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full description and information as to any changes that may be desired.

WEIGHT—Net, 525 pounds. Approximate shipping weight, 750 pounds.



No. 12103 E Split Hickory Special Auto Seat Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103, illustrated on page 103 and described on page 102, except it has cut under body, fancy English umbrella top, and our new style sunken panel auto seats, which makes the difference in price. This surrey is exceptionally handsome and attractive in appearance. It is roomy, comfortable, easy riding, and \$40.00 at least cheaper than retail prices. If you want something very stylish this surrey will please you beyond your expectations.

BODY—Cutunder style, 26 inches wide, 71 inches long. Made to turn short as illustrated. See page 102 for further description of body.

SEATS—Style A-11, sunken panel, auto seats, measuring 32½ inches on top of cushion. For full description of seats, see page 102.

WHEELS—1-inch, 40 and 44 inches high, our best wheels, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/16-inch. See page 102 for full description and for changes in axles.

TOP—Handsome sunshade top, with fringe and lining to match upholstery in seat. For further description of top and changes that may be wanted, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green, all-wool broadcloth. See page 102 for full description of upholstery and for changes.

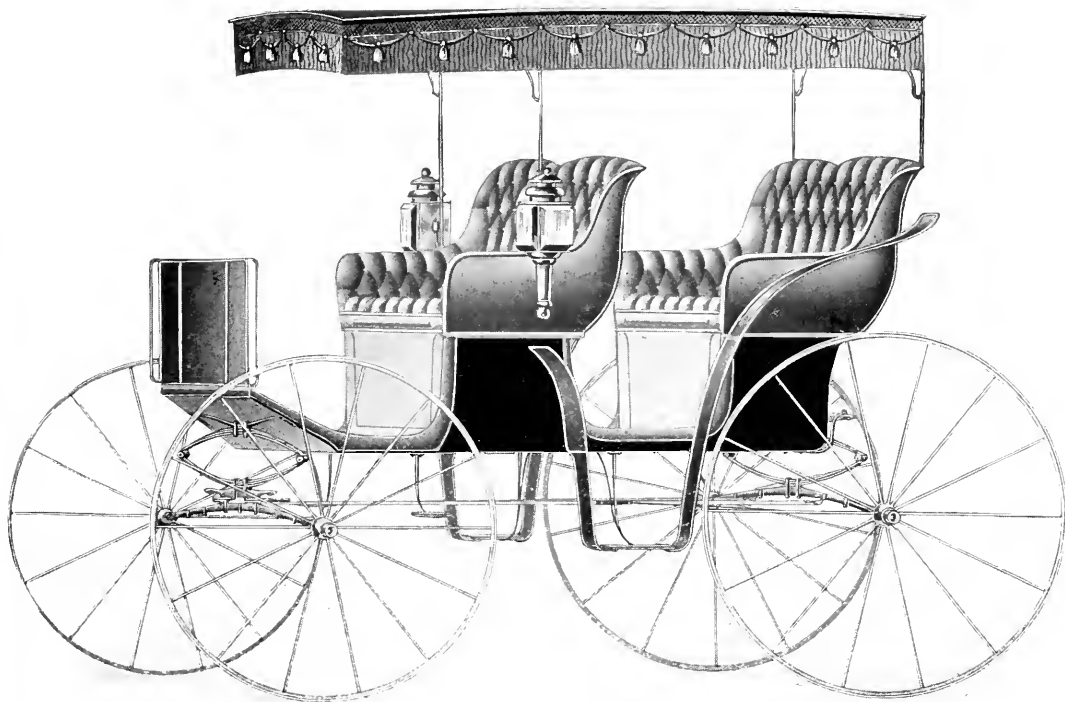
PAINTING—Gear, dark Brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size; full leather trimmed and especially well ironed. See page 102 for full description of shafts.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full information.

WEIGHT—Net, 515 pounds. Approximate shipping weight, 750 pounds.



No. 12103 F Split Hickory Special Auto Seat Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103, illustrated on page 103 and described on page 102, except it has canopy top instead of extension top and is built with our latest style handsome sunken panel auto seats. This surrey is all that a good surrey should be—stylish, well painted, roomy, easy riding, easy running and very strong and durable. Best of all, our price saves you a dealer's big profit of \$30 to \$50.

BODY—Straight sill, 26 inches wide, 71 inches long. See page 102 for full description of body.

SEATS—Style A-11, sunken panel, auto seats, measuring 32½ inches on top of cushion. For full description of seats, see page 102.

WHEELS—1-inch, 40 and 44 inches high, our best wheel, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/16-inch. See page 102 for full description and for changes in axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—4-post canopy, with dark green cord and tassel fringe and heavy green wool headlining, heavy colored back side curtains and rear curtains. For further description and changes desired, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green, all-wool broadcloth. See page 102 for full description of upholstering and for changes.

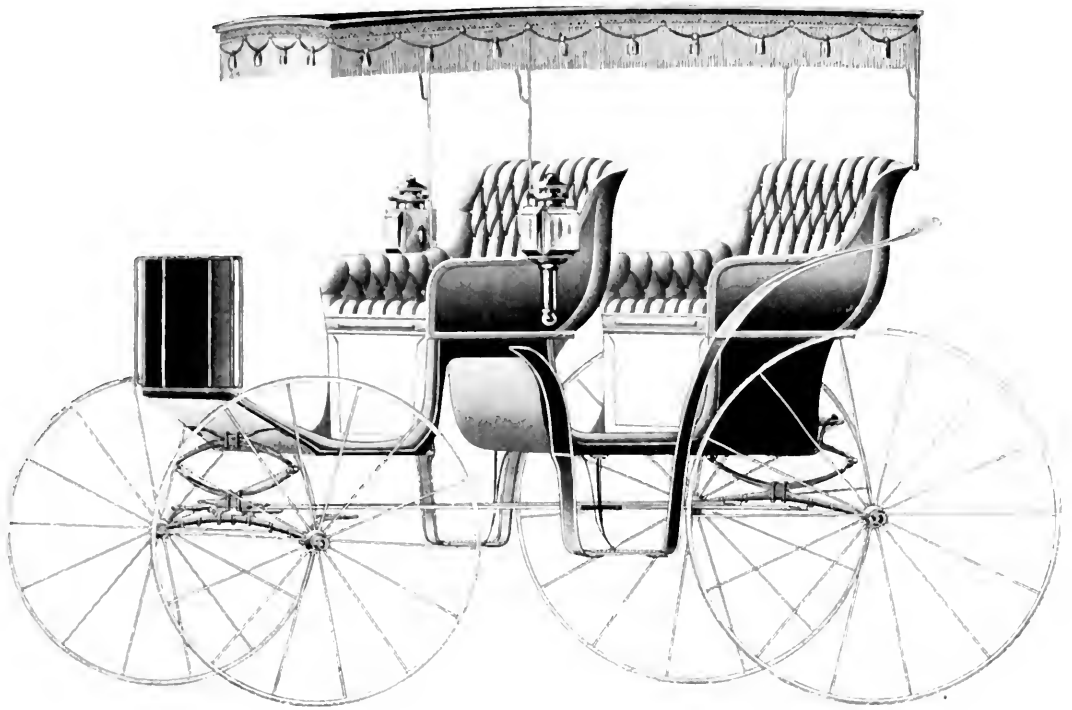
PAINTING—Gear, dark brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size; full leather trimmed and especially well ironed. See page 102 for full description of shafts and for changes.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full description and information as to any changes that may be desired.

WEIGHT—Net, 515 pounds. Approximate shipping weight, 750 pounds.



No. 12103 G Split Hickory Special Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103, illustrated on page 103 and described on page 102, except it is made with cut-under body, canopy top, and our new style sunken panel auto seats, which makes the difference in the price. This is a very attractive surrey, neat and stylish and an exceptional bargain at our price for a strictly high grade guaranteed job.

BODY—Cutunder style, 26 inches wide, 71 inches long. Made to turn short as illustrated. See page 102 for further description of body.

SEATS—Style A-11, sunken panel auto seats, measuring 32½ inches on top of cushion. For full description of seats, see page 102.

WHEELS—1-inch, 40 and 44 inches high, our best wheels, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/6-inch. See page 102 for full description and for changes in axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—4-post canopy, with dark green cord and tassel fringe and heavy green wool headlining, heavy colored back side curtains and rear curtain. For further description and changes desired, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green all-wool broadcloth. See page 102 for full description of upholstery and for changes.

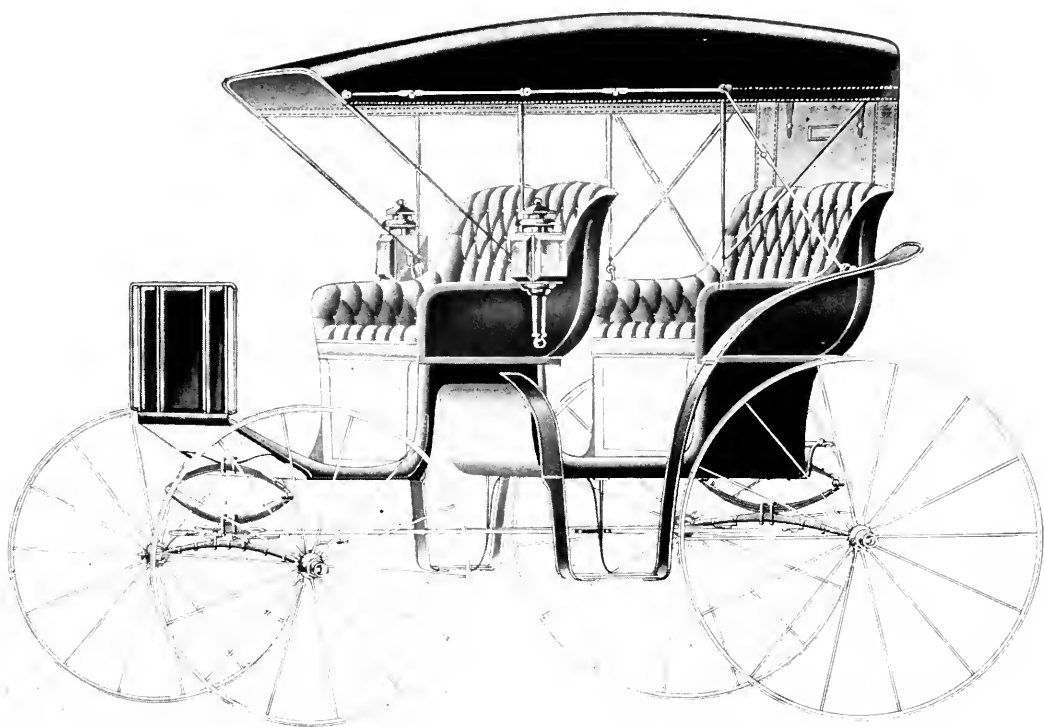
PAINTING—Gear, dark Brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size, full leather trimmed and specially well ironed. See page 102 for full description of shafts and for changes.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full description and information as to any changes that may be desired.

WEIGHT—Net, 515 pounds. Approximate shipping weight, 750 pounds.



No. 12103 H Split Hickory Special Auto Seat Surrey

PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this surrey, see page 102.

This surrey is the same in every way as No. 12103 illustrated on page 103, and described on page 102, except it has cut-under body and our latest style sunken panel auto seats, which makes the difference in the price. It is a very strong surrey, roomy, comfortable, easy riding and very stylish and handsomely finished. Dealers charge \$150 to \$175 for auto seat surreys far inferior to this one and a trial order subject to test and comparison will prove our claims correct.

BODY—Cutunder style as illustrated; 26 inches wide, 71 inches long. For full description of body, see page 102.

SEATS—Style A-11, sunken panel auto seats, measuring 32½ inches on top of cushion. For full description of seats, see page 102.

WHEELS—1-inch, 40-44 inches high, our best wheel, Sarven patent style. See page 102 for changes and for full description of wheels.

GEAR—Same as No. 12103, as fully described on page 102.

SPRINGS—Same as No. 12103, as fully described on page 102.

AXLES—2-inch arch, front and rear, 2,000-mile, dust-proof, 1 1/16-inch. See page 102 for full description and for changes in axles.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

TOP—Extension top, full length; hand grained, leather quarters and backstays; heavy wool lining; rubber side curtains all round. For further description of top and any changes that may be wanted, see page 102.

CUSHIONS AND BACKS—Upholstered in heavy dark green, all-wool broadcloth. See page 102 for full description of upholstering and for changes.

PAINTING—Gear, dark Brewster green; body, black. See page 102 for full description and for changes.

SHAFTS—Surrey size; full leather trimmed and especially well ironed. See page 102 for full description of shafts and for changes.

FIXTURES—Fully described on page 102.

CHANGES—See page 102 for full description and information as to any changes that may be desired.

WEIGHT—Net, \$25 pounds. Approximate shipping weight, 750 pounds.

EXTRA WIDE AND ROOMY SEATS; LIGHT RUNNING, EASY RIDING. A ONE-HORSE SURREY THAT WILL TAKE THE WHOLE FAMILY

On the opposite page we show our 1912 Family Surrey, which we can furnish with either canopy or extension top, as desired.

This has been one of our most popular surreys on account of the seat room, lightness in appearance, strength and durability. It is a high-class surrey in every way, and one that will compare favorably with those that retail for \$150.00.

Both Canopy and Extension Tops are made so they can be taken off.

Seats measure 35½ inches in width on top of Cushions.

Bodies extra well and strongly made.

Heavy Rocker Plates.

Heavy Sills and Sill Plates.

2½ to 3 inches more Seat Room than on other Surreys.

Handsome Oil-Burning Lamps.

Full Length Genuine Leather Double Fenders.

Extra Long Waterproof Top.

Soft, Easy Riding Auto Springs in Cushions and Backs.

Extra Heavy Unfading Wool Cloth.

Finest Quality Oil and Lead Painting.

Strictly Second Growth Split Hickory Screwed Rim Wheels.

Sheldon's 2000-Mile High Collar Dust-proof Steel Axles.

Sheldon's Genuine French Point Easy Riding Elliptic Springs.

Fine Full Length All-Wool Heavy Velvet Carpet.

Heavy Waterproof Plaid-Back Storm Apron.

Correct Proportion Throughout.

Special Fine Finish.

Every part Guaranteed Fully for Two Years.

Shipped anywhere on 30-Day Free Trial Plan.

BODY—Very handsome design, handsomely moulded, made with heavy ash sills, with heavy steel rocker plates on the side of sills. Panels are poplar. Seat frames thoroughly seasoned bone dry ash. Body is extra well made throughout. Body measures 28 inches wide, 70 inches long, seats 35½ inches wide, with good high backs.

WHEELS—Strictly second-growth split hickory, Sarven patent, 1-inch, 40-44 inches high, with screwed rims. Axle boxings set in white lead. Tired with heavy ¼-inch oval edge steel tires bolted between each spoke. Staggered spoke wheels furnished in place of Sarven patent, \$1.00, 1½-inch wheels instead of 1-inch, \$2.00 extra. We do not recommend wheels on this surrey lighter than 1-inch.

GEAR—Double perch, strictly second-growth split hickory perches, ironed on the bottom and braced to rear axle. Has rear circle and rear kingbolt interlocking fifth wheel.

SPRINGS—Sheldon's genuine French point, four-plate front, five-plate rear, 36 inches wide, graded for especially easy riding. Springs are made to carry all of the weight possible to load on this surrey and at the same time ride especially easy with a lighter load.

AXLES—Sheldon's 2,000-mile, high collar, dust-proof steel axles, nicely arched, front and rear, with split hickory axle caps cemented and full clipped. Axles are 1 1/16 inch. Can furnish 1½-inch instead of 1 1/16-inch for \$1.00 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

SEATS AND BACKS—Upholstered in heavy dark-green all wool broadcloth. Spring cushions and spring backs. Seat sides lined and padded. Can furnish blue or wine colored broadcloth or drab colored whip cord without extra charge. Genuine leather cushions and backs, \$4.50 extra.

TOP—EXTENSION TOP—Full length genuine leather quarters and backstays, heavy water-proof rubber roof and back curtain. Head lining dark-green wool cloth. Back curtain and backstays lined with the same. Heavy rubber side

curtains all around. All leather top with rubber side curtains furnished instead of leather quarter top for \$8.00 extra. Leather side curtains instead of rubber, \$18.50 extra.

CANOPY TOP—Regulation four-post canopy with handsome cord and tassel fringe, heavy water-proof rubber duck roof, dark-green wool lining in top, heavy rubber side curtains all around.

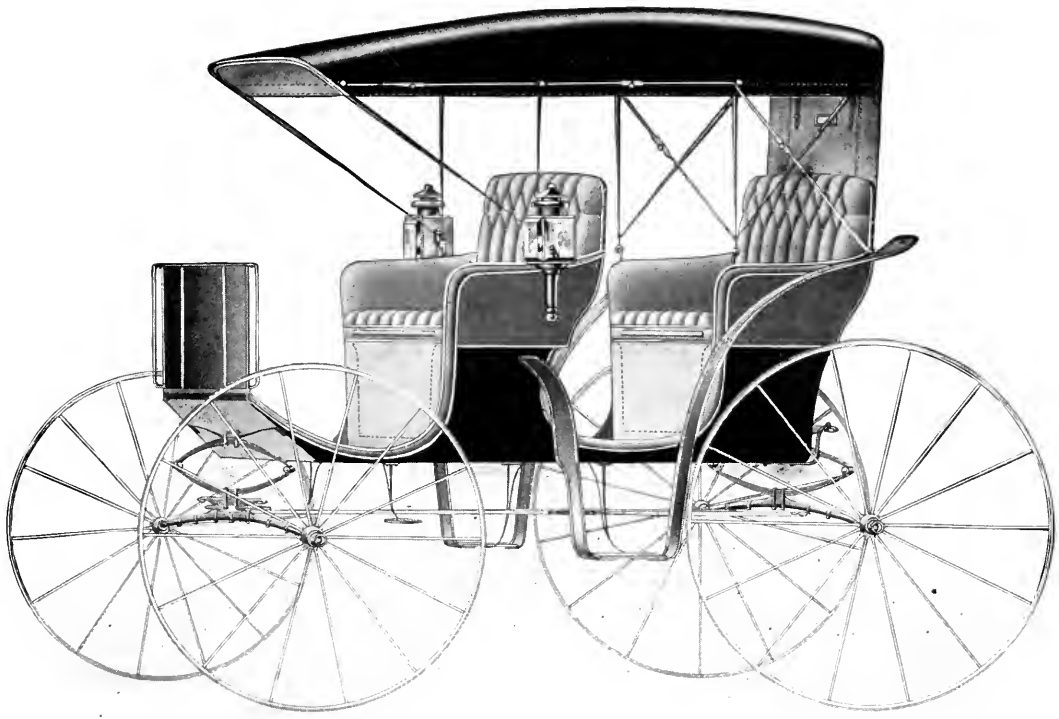
PAINTING—Body and seats painted black, mouldings neatly striped. Gear, dark Brewster green with neat, fine line striping. Painting is strictly first class. Oil and lead system used throughout. Both gear and body extra well finished. Painting is not only handsome in appearance and the finish especially fine, but is durable and will give the best of satisfaction. Can paint gear black or can paint body black and seats dark green if wanted, or any other combination of colors desired.

SHAFTS—Extra heavy surrey shafts, strictly second-growth split hickory stock, extra well ironed, full leather trimmed with 36-inch point leathers. Pole furnished in place of shafts, \$3.25 extra. Pole furnished in addition to shafts, \$5.25 extra.

FIXTURES—Full length genuine leather double fenders, handsome nickel-plated oil burning lamps, full length good quality velvet carpet in bottom, plaid back water-proof storm apron, handsome curved four-bar patent leather dash, Bradley quick-shifting shaft couplings and axle wrench.

CHANGES—Furnished with solid rubber tires at prices quoted on page 18. Can furnish any combination of colors in trimming or painting desired. Silver line rail over dash, 50 cents extra. Two springs in rear in place of one, \$4.00 extra. Foot brake, \$5.00 extra. For price on our solid brass "Never-Out" oil-burning lamps, or our regular brass carriage lamps instead of regular lamps, see page 12. Can furnish handsome solid brass half-inch robe rail on back of front seat for \$1.25 extra.

WEIGHT—Net, 550 pounds. Approximate shipping weight, 800 pounds.

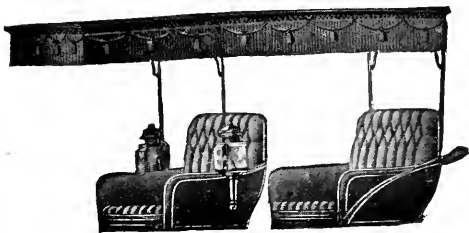


No. 12111 Split Hickory Family Surrey

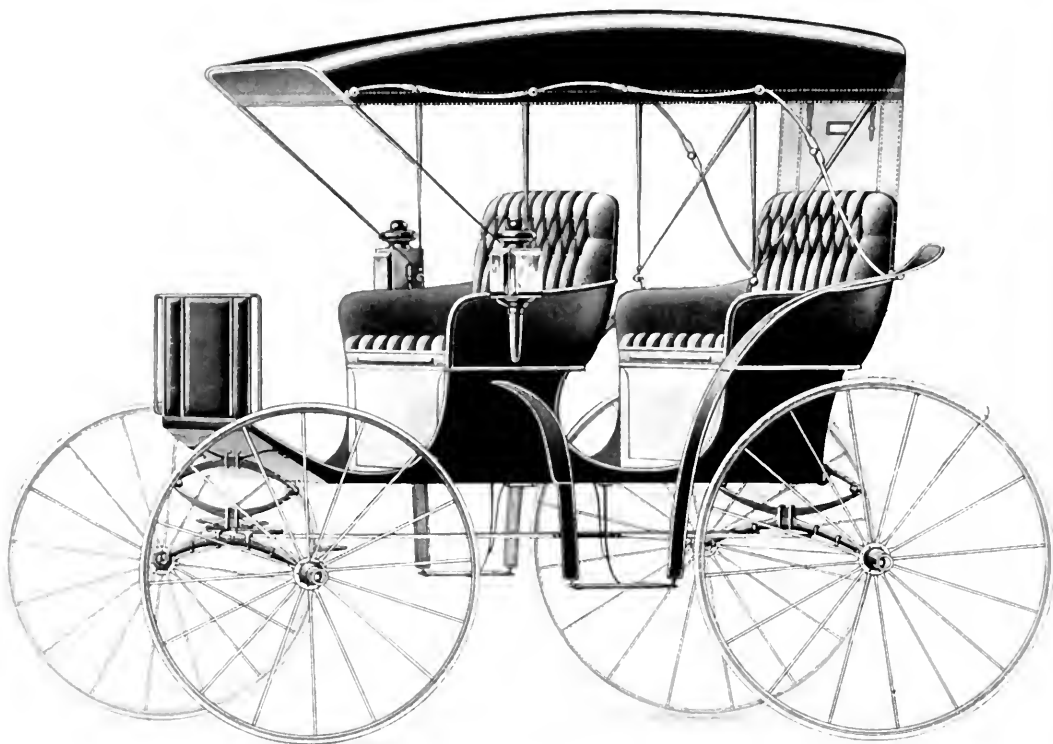
PRICED WITH SHAFTS AND STEEL TIRES

For full description and any changes wanted on this Surrey,
see page 110

We cannot furnish auto seats on this style



Canopy top as illustrated instead of Extension
top will be furnished at a reduction in price
of \$5.00.



No. 12112 Split Hickory Three-Quarter Surrey

PRICED WITH SHAFTS AND STEEL TIRES

No. 12112 is our lightest surrey. It is a strongly constructed vehicle, easy riding, light running, and while it is built as light as is consistent with durability, there is plenty of seat room. The seats on this surrey measure across the top of the cushion 33 inches. There is plenty of leg room in the front and plenty of room between the front and the rear seat. This surrey is nicely upholstered—well painted—has a good full length leather quarter extension top—handsome end rail dash—double reach gear and our best grade of split hickory wheels. If you are wanting a nice, light, comfortable surrey our No. 12112 will suit you in every way. We do not hesitate to recommend it very highly to anyone wanting a first-class job. Its equal bought at retail anywhere would cost you at least \$25.00 to \$40.00 more than our price.

BODY—26 inches wide by 71 inches long, with good heavy sills and heavy sill plates. Panels are made of thoroughly seasoned poplar and the body is well ironed and braced throughout. Seats have good high backs and high seat sides and are very comfortable.

WHEELS—Our best split hickory quality, Sarven patent, $7\frac{1}{2}$ -inch, 40 and 44 inches high. $\frac{1}{4}$ -inch round edge steel tires, full bolted between each spoke. Can furnish 1-inch wheels instead of $7\frac{1}{2}$ -inch for 50 cents extra. Staggered spoke wheels instead of Sarven patent, \$1.00 extra.

GEAR—Strongly made with rear circle rear kingbolt fifth-wheel. Double split hickory reaches full ironed on bottom and braced to rear axle. Gear is made extra strong and substantial.

SPRINGS—4-plate front, 5-plate rear, specially graded and oil tempered. Very easy riding. Wood spring bar in front, Bailey loop in rear. Can furnish wood bar in rear instead of Bailey loop if desired.

AXLES—1 $\frac{1}{16}$ -inch nicely arched with true sweep. Our long distance dust-proof pattern, made with high collar. Axle beds cemented and full clipped to front and rear axles. Dropped axles furnished instead of arched without change in price. High arched axles furnished instead of regular arch for \$2.50 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. Be sure to specify width of track wanted.

TOP—Extension pattern curved joints. Leather quarters and leather backstays. Heavy waterproof rubber roof and back curtain with rubber side curtains all around. Top is lined with dark green heavy wool headlining. Back cur-

tain and backstays lined with the same. Full leather top furnished instead of leather quarter top with rubber side curtains, \$6.00 extra. Leather side curtains furnished instead of rubber, \$16.00 extra.

CUSHIONS AND BACKS—Both seats are upholstered with good heavy all-wool dark green broadcloth of unfadable dye. Sides of seats are nicely tufted. Blue cloth furnished instead of green without extra charge. Genuine leather upholstery in cushion and backs, \$5.00 extra.

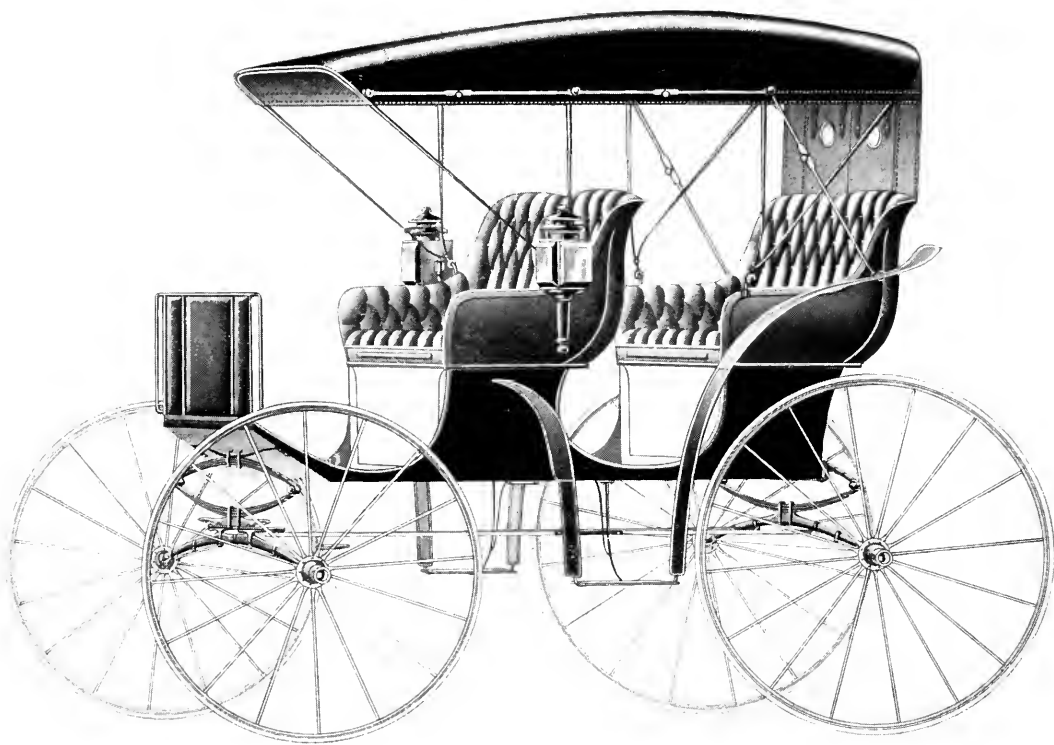
PAINTING—Gear, dark Brewster green nicely and neatly striped. Body and seats painted black. We take special care with the painting and finish of this surrey, giving it a strictly first-class job throughout. Can furnish black running gear or can furnish panels of seats painted to match gear either green or red if desired, without extra charge.

SHAFTS—Second growth split hickory quality, Twentieth Century style, full leather trimmed with 30-inch leathers on points. Pole furnished in place of shafts, \$3.25 extra. Pole in addition to shafts, \$5.25 extra.

FIXTURES—Handsome genuine patent leather end rail dash, full height. Good quality carpet in bottom. Quick shifting shaft couplings. Handsome pattern oil burning lamps. Full length and width double fenders, axle wrench, storm apron and everything complete.

CHANGES AND EXTRAS—Two springs furnished in rear instead of one, \$4.00. Foot brake, \$5.00 extra.

WEIGHT—When packed for shipment this surrey will weigh approximately 675 pounds.



No. 12113 Split Hickory Three-Quarter Auto Seat Surrey

PRICED WITH SHAFTS AND STEEL TIRES

This is our lightest automobile seat surrey—is a very popular style, well constructed all the way through—nicely proportioned and finished in our very best style. Is furnished regularly with our style A-11 Sunken Panel Automobile Seats, with good high comfortable backs—has double genuine leather fenders, handsome pattern oil burning lamps, genuine leather end rail dash, good quality carpet, long distance dust-proof axles, elliptic style easy riding springs, good long leather quarter extension top, and is complete in every detail. It is a surrey that is well suited for a small family—runs lightly, rides easy, and we have no hesitancy in recommending it to anyone wanting a good first-class vehicle of this kind.

BODY—26 inches wide by 71 inches long. Has good heavy sills with heavy rocker plates. Poplar panels made strong and well braced throughout. Seats are sunken panel automobile style and measure 34 inches in width on top of cushions. We do not build this surrey with cut-under body.

WHEELS—Our best split hickory quality Sarven patent $\frac{7}{8}$ -inch, 40 and 44 inches high. $\frac{1}{4}$ -inch round edge steel tires full bolted between each spoke. Can furnish 1-inch wheels instead of $\frac{7}{8}$ -inch for 50 cents extra. Staggered spoke wheels instead of Sarven patent, \$1.00 extra.

GEAR—Strongly made with rear circle, rear kingbolt fifth wheel. Double split hickory reaches full ironed on bottom and braced to rear axle. Gear is made extra strong and substantial.

SPRINGS—4-plate front, 5-plate rear, specially graded and oil tempered. Very easy riding. Wood spring bar in front, Bailey loop in rear. Can furnish wood bar in rear instead of Bailey loop if desired.

AXLES—1 $\frac{1}{16}$ -inch, nicely arched with true sweep. Our long distance dustproof pattern, made with high collar. Axle beds cemented and full clipped to front and rear axles. Dropped axles furnished instead of arched without change in price. High arched axles furnished instead of regular arch for \$2.50 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. Be sure to specify width of track wanted.

TOP—Extension pattern curved joints. Leather quarters and leather backstays. Automobile style backstays. Heavy waterproof rubber roof and back curtain with rubber side

curtains all around. Top is lined with dark green heavy wool headlinings. Back curtain and backstays lined with the same. Full leather top furnished instead of leather quarter top with rubber side curtains, \$6.00 extra. Leather side curtains furnished instead of rubber, \$16.00 extra.

CUSHIONS AND BACKS—Both seats are upholstered with good heavy all wool dark green broadcloth of unfadable dye. Sides of seats are nicely tufted. Blue cloth furnished instead of green without extra charge. Genuine leather upholstery in cushions and backs, \$5.00 extra.

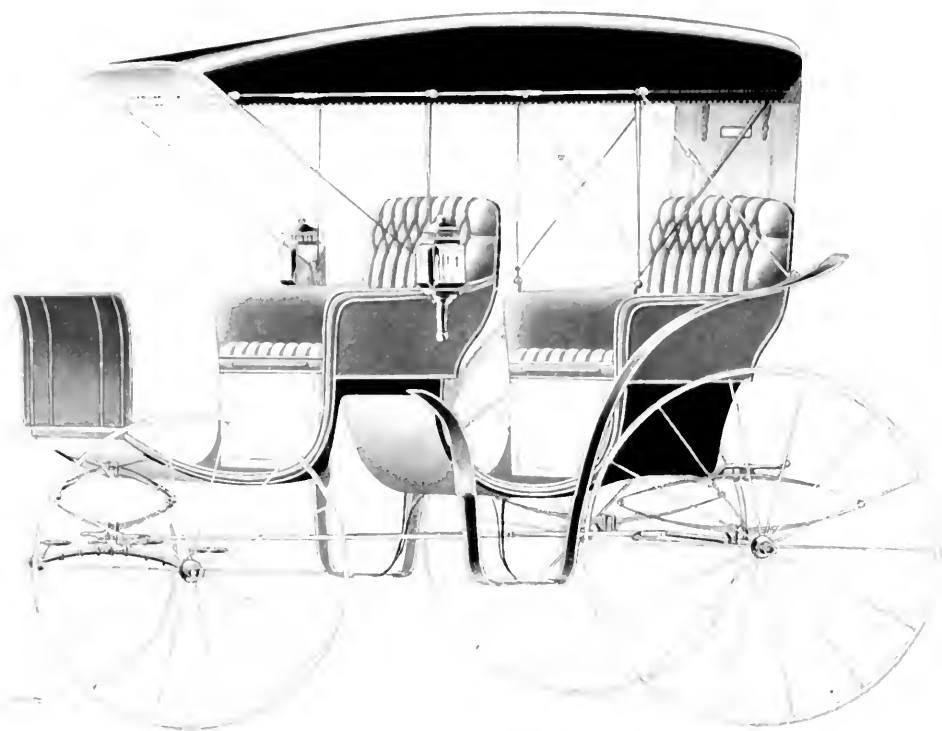
PAINTING—Gear, dark Brewster green nicely and neatly striped. Body and seats painted black. We take special care with the painting and finish of this surrey, giving it a strictly first-class job throughout. Can furnish black running gear or can furnish panels of seats painted to match gear, either green or red, if desired, without extra charge.

SHAFTS—Second growth split hickory quality, Twentieth Century style, full leather trimmed with 30-inch leathers on points. Pole furnished in place of shafts, \$3.25 extra. Pole in addition to shafts, \$5.25 extra.

FIXTURES—Handsome genuine patent leather end rail dash, full height. Good quality carpet in bottom. Quick shifting shaft couplings. Handsome pattern oil burning lamps. Full length and width double fenders, axle wrench, storm apron and everything complete.

CHANGES AND EXTRAS—Two springs furnished in rear instead of one, \$4.00 extra. Foot brake, \$5.00 extra.

WEIGHT—When packed for shipment this surrey will weigh approximately 675 lbs.



No. 12114 Split Hickory Light Carriage

PRICED WITH SHAFTS AND STEEL TIRES

Furnished with canopy top instead of extension top at a reduction from above price of \$6.00.

Furnished with one spring in rear instead of two at a reduction from above price of \$3.00.

This is a good, well made and nicely finished family carriage, not a heavy cumbersome vehicle, but made roomy and comfortable, and light enough for one good size horse. As you will notice in the illustration, it is furnished regularly with two springs in rear which makes it very easy riding. Has handsome curved dash—is finely upholstered in both seats—has a good full length water tight extension top. Wheels, springs, axles—in fact, the whole construction throughout is strictly first class and equal to our very highest grade of vehicles. Equal quality in a carriage like this will sell everywhere at retail for not less than \$175.00 and up to \$225.00.

BODY—28 inches wide, 72 inches long, cutunder style, with heavy rocker plates. Body extra well ironed and braced throughout. Seats 36 inches wide on top of cushions, high backs and high seat sides.

WHEELS—1-inch Sarven patent, strictly second growth split hickory, 38 and 44 inches high, screwed rims, heavy round edge steel tires, 1 7/8-inch wheels instead of 1-inch, \$2.00 extra. Staggered spoke wheels instead of Sarven patent wheels, \$1.00 extra.

GEAR—Extra strong, double reach with rear circle and rear kingbolt interlocking fifthwheel. One spring in front, two springs in rear.

SPRINGS—Sheldon's genuine, French point, oil tempered, easy riding elliptic springs, 4-plate front, 5-plate rear. Very easy riding, strong and durable.

AXLES—Heavy 1 1/2 16-inch, Sheldon's high collar, 2,000 mile, dust-proof, steel axles, nicely arched. Split hickory axle beds cemented front and rear.

TRACK—4 feet 8 inches or 5 feet 2 inches, as ordered. Be sure to specify track wanted.

TOP—Genuine leather quarter extension top, with leather backstays, all wool headlining in top, heavy water-proof rubber roof, back curtain and side curtains. All leather top furnished instead of leather quarter top, with rubber side curtains, \$8.00 extra. Leather side curtains furnished instead of rubber, \$18.50 extra. When canopy top is ordered, we furnish regular 4-post canopy top with cord and tassel fringe and heavy water-proof rubber side and rear curtains.

CUSHIONS AND BACKS—Trimmed in heavy dark green all wool broadcloth, fast color. Springs in cushions and backs, seat sides lined. Blue or brown cloth furnished instead of green, no extra. Genuine leather cushions and backs, \$5.00 extra.

PAINTING—Our regular oil and lead system on both gear and body. Gear painted dark Brewster green, neatly striped. Body black. Seats dark green with mouldings black, neatly striped. Both body and gear highly finished. Can furnish gear painted black or any other color desired. Can furnish body and seats black or make any reasonable changes desired.

SHAFTS—Our best split hickory surrey shafts, strictly second growth stock. Full ironed and full leather trimmed, with 36-inch top leathers. Pole furnished in place of shafts, \$3.25. Pole in addition to shafts, \$5.25 extra.

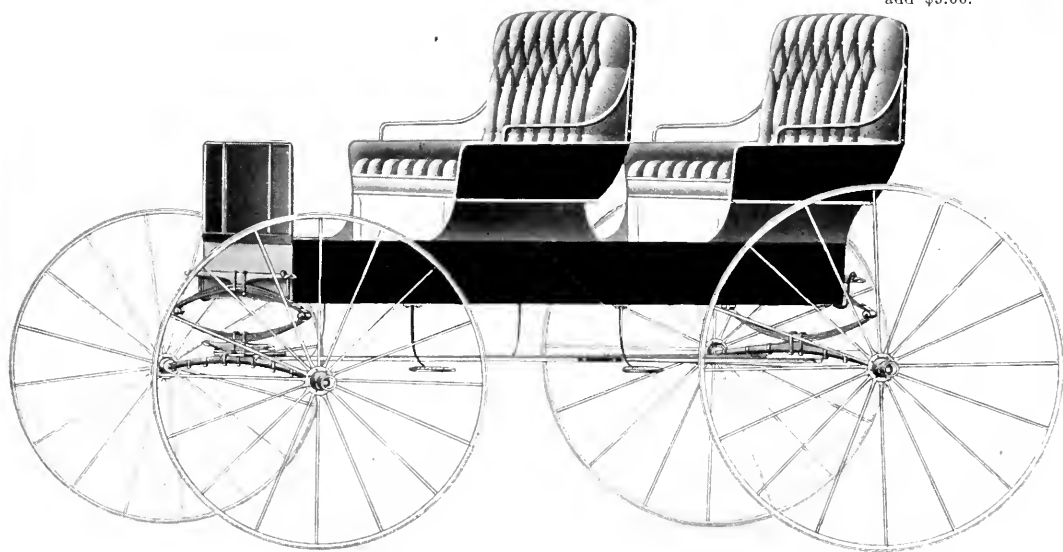
FIXTURES—Handsome patent leather curved dash, velvet carpet in bottom, full length and full width double leather fenders over rear wheels, nickel-plated oil-burning lamps, storm apron, quick shifting shaft couplings and axle wrench.

CHANGES—Brake furnished where wanted for rough roads, \$5.00 extra. Handsome solid brass robe rail for back of front seat, \$1.25 extra. Handsome brass carriage lamps or solid brass "Never-out" lamps furnished at prices quoted on page 16.

WEIGHT—When packed for shipment this carriage will weigh, approximately 750 pounds, including crating lumber.



For stick seats instead of panel seats, add \$3.00.



No. 12115 Split Hickory Park Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This Park Wagon is lower in price than any other Park Wagon made, quality considered. In constructing it we eliminate all costly extra features that were not absolutely necessary, and every cent that goes into its construction is used to supply a good grade of material and workmanship. It is designed to meet the requirements of those who want a plain, substantial, comfortable and easy riding general purpose four-passenger vehicle. The rear seat is removable so that it can be used for business as well as pleasure purposes. We recommend it—ship it on trial, and fully guarantee it.

BODY—25x68 inches, with 7-inch panels. Body construction is of air dried, yellow poplar with strong ash braces, very substantially made. No other width of body furnished.

SEATS—Strongly made and braced, roomy and comfortable. Spring cushions and solid panel spring backs. Front seat stationary, rear seat removable, except when furnished with extension surrey top.

GEAR—Double split hickory reaches, rear circle, rear king-bolt fifthwheel.

WHEELS— $\frac{7}{8}$ -inch Sarven patent, 40 and 44 inches high, split hickory rims and spokes; $\frac{1}{4}$ -inch round edge steel tires, full bolted between each spoke. 1-inch wheels, 50 cents extra. $\frac{5}{16}$ -inch tires, 75 cents.

SPRINGS—4-plate front, 5-plate rear, $1\frac{1}{2}$ inches wide. Oil-tempered, strong and easy riding.

AXLES—1 $\frac{1}{16}$ -inch front and rear, split hickory axle caps cemented and full clipped. Dropped axles, if preferred. Long distance axles, 50 cents extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. See page 12.

UPHOLSTERING—Good grade of imitation leather throughout. Dark green or blue cloth, \$2.50 extra. Genuine leather upholstery, \$5.00.

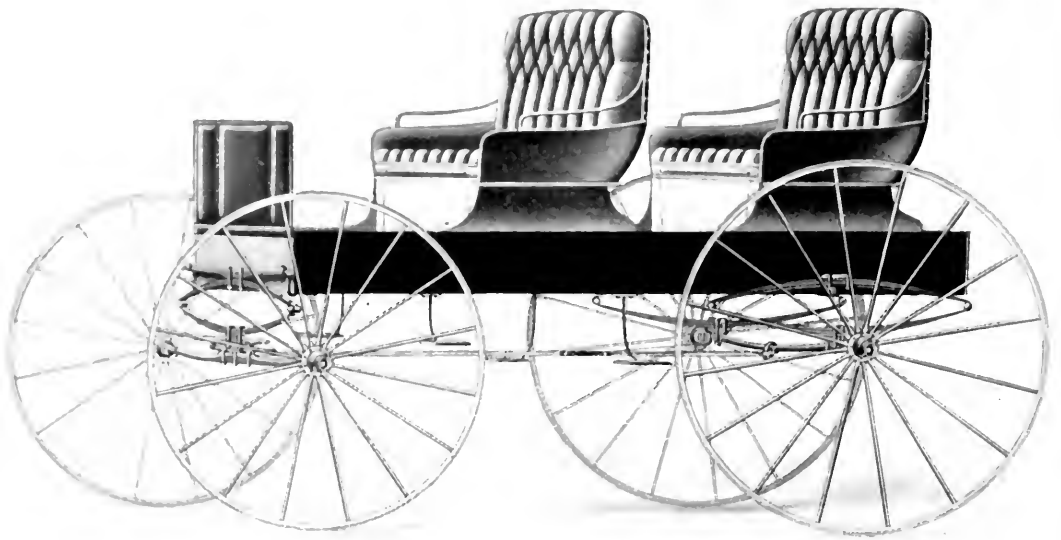
PAINTING—Body, ivory black; gear, Brewster green. Light or dark red gear, if preferred. Both body and gear are well painted by our oil and lead system.

SHAFTS—Well made, straight grained, split hickory shafts. Long shaft leathers. Braces on shafts if wanted, 50 cents extra. Pole in place of shafts, \$3.25. Pole in addition to shafts, \$5.25.

FIXTURES—Genuine leather dash. Water-proof rain apron, wrench and washers. Carpet in bottom, \$1.00. Brake, \$5.00.

TOPS—4-post canopy top with headlining and fringe and rubber curtains, \$10.50. Full rubber extension top, \$13.50. Leather quarter extension top, \$16.50.

WEIGHT—Net weight, 425 lbs. Shipping weight, 650 lbs.



No. 12116 Split Hickory Democrat Wagon

PRICED WITH SHAFTS AND STEEL TIRES

In our Split Hickory Democrat wagon we are furnishing a style of vehicle that is very popular with a great many of our customers. It is a vehicle that is suitable for both pleasure and business purposes; is well and strongly made, nicely finished, well upholstered, runs light and makes a very substantial and comfortable vehicle for any use. Both seats are removable, and where desired, it can be furnished with a canopy top at the extra cost quoted above. We give special care and attention to the construction and finish of this wagon, for in a great many cases it is used to carry heavy loads, and a vehicle of this kind requires the utmost care in all details. We can recommend it very highly to our most exacting customers, and at the extremely low price quoted we guarantee a big saving over the cost of equal quality purchased from any retail dealer.

BODY—32 inches wide, 75 inches long. Made with good heavy sills, corners well braced. Has drop tail gate. Both seats are removable and measure 37 inches in width across top of cushions. We do not furnish this vehicle with any other width or length of body.

WHEELS—Split hickory quality, Sarven patent, 7 $\frac{1}{2}$ -inch, 40 and 44 inches high, with round edge, 1 $\frac{1}{2}$ -inch steel tires, full bolted between each spoke. Can furnish wheels 38 and 42 inches high, or 42 and 46 inches high without extra charge. 1-inch wheels in place of 7 $\frac{1}{2}$ -inch, 50 cents extra. 5/16-inch tires furnished on 1-inch wheels instead of 1 $\frac{1}{2}$ -inch, 75 cents extra.

GEAR—Made especially strong and durable, suitable for this style vehicle. Has full rear circle wrought iron fifthwheel, absolutely indestructible. Reaches well ironed on bottom with heavy steel plates well braced to rear axle.

SPRINGS—Elliptic style, 4-plate in front with two 3-plate elliptic style springs in the rear. Specially graded and oil tempered for durability and easy riding.

AXLES—Special drop pattern. Trueblood pattern in front, coach style in rear. No other style axle furnished on this vehicle. Axles are 1 1/16-inch, which are plenty heavy enough to carry as heavy a load as desired in this vehicle.

TRACK—4 feet 8 inches or 5 feet 2 inches as ordered. Be sure to specify width of track wanted in ordering.

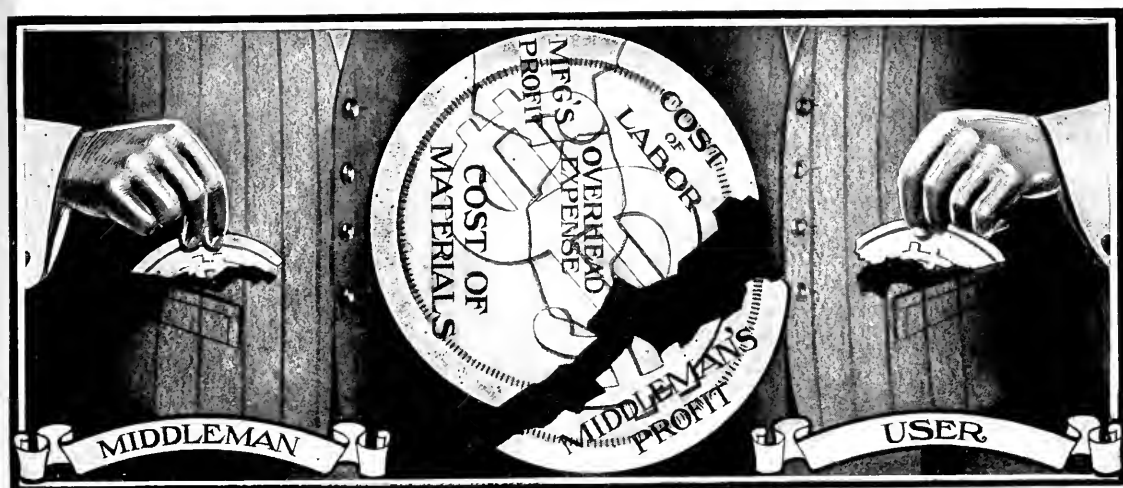
CUSHIONS AND BACKS—Trimmed in good heavy quality wool broadcloth. Box frame, spring cushions, panel spring backs. Sides of seats are lined and padded. Good quality Chase leather furnished instead of cloth without extra cost. Genuine leather upholstery in both seats, \$4.50 extra.

PAINTING—Body, black, well painted and nicely finished. Gear, dark Brewster green, neatly striped. Can furnish light or dark red or black gear instead of green without additional charge.

SHAFTS—Second growth, split hickory quality. Full braced and full leather trimmed with 36-inch point leathers. Pole furnished in place of shafts, \$3.25 extra. Pole in addition to shafts, \$5.25 extra.

FIXTURES—4-bar genuine leather dash. Good quality, full length carpet in bottom. Water-proof rain apron. Bradley quick shifting shaft couplings. Two steps on each side of body. Axle wrench, washers and everything complete.

WEIGHT—When packed for shipment this wagon will weigh approximately 600 lbs.



If the dealer could do **you** any **real service** in selling you a buggy I wouldn't be selling direct to the people at factory prices. I never would have sold 150,000 Split Hickory Vehicles. They would have bought of the dealers.

If the dealer could do **anything** for you that I can't do, I would today be selling to the dealer. I would get just as much from him for my buggies as from the people direct and I could sell in quantity instead of buggy by buggy individually.

But what can the dealer do for you?

Point by point let us put down the facts. You can **take time** to read these facts. They're all in your interests—your **saving**.

In the first place the dealer would get from you \$25 to \$40 **more money than my factory price**.

What would he do with that money? Improve the buggies? No, after paying his own expenses he would pocket the profit.

Would he keep you posted every year by showing you the latest buggies—all the new and improved styles? No, the dealer shops and buys where he can get the biggest bargain. If I sold to the dealer I would first have to cheapen my buggies so as to make my buggies as cheap as the other factories who sell at lower prices. The dealer might show you one or two or three **new** styles, the rest would be old and they'd have to stay in his shop until sold, getting dull and unseasonable.

Would the dealer let you test any buggy you wanted any way you wanted to test it for an entire month? Did you ever know a dealer who sold his buggies on such a liberal plan?

Well, then, just what is the dealer's service to you in buying a buggy? Where is his claim to your trade?

Aren't you entitled to buy where you get the biggest selection—the latest models, the lowest prices—the best offer—the most **sure guarantee**—the chance to **TEST THE BUGGY YOU SELECT 30 DAYS** to be certain it's the right buggy for you?

Then—a large percentage of my customers have personal tastes in their buggies. They

want their own ideas carried out. Can the dealer make your buggy **to order** without its costing you any more than the ready-made buggy? Certainly not.

There are a whole lot of things you can buy better of a dealer than by sending to the factory, but when it comes to a big thing like a buggy there's enough money in the transaction to warrant your dealing direct with the factory. You wouldn't send to the factory for a pound of nails. You'd prefer to pay the dealer a little more for the convenience of his carrying the goods in stock, but a buggy is a totally different proposition.

When it comes to paying the dealer \$25 to \$40—and that's the actual saving you make on my factory price—you wonder whether it will do more good in your town or your community **in the dealer's pocket or in yours**.

You're living in the same town as the dealer. You can make the money go just as far there as he can. Your wife can do just as much with \$25 to \$40 as the dealer's wife—maybe more.

If you **hire me** for your buggy maker you're hiring the best buggy expert in the country to build your buggy. That means something. Prestige always counts. It means something that your house is built by the best carpenter, that your suit is made by the best tailor. Same with your buggy.

What dealer could point to one hundred and fifty thousand regular customers?

My customers are my sales force. My customers have built up my new business from year to year—the largest vehicle business in the world selling direct to the people at factory prices.

Have all these people been working for my interests in sending me their neighbors' and friends' business? No—people don't work for other people for nothing. My customers have boosted **SPLIT HICKORY VEHICLES** for their own interests and their own profits. They have boosted Split Hickory Vehicles because they are the **best made, fairest sold, longest wearing** vehicles built today.



Mr. Herman Taylor—Chatham, Mass.

Chatham, Mass., July 17th, 1911.

The Ohio Carriage Mfg. Co., Columbus, Ohio.

Gentlemen: The Spring wagon No. 12125 light wagon which you shipped me June 28th, arrived here in good shape. I am well satisfied with it—think it is very good value for the money.

My folks all say it is very easy riding and good comfortable seats.

Yours truly,

HERMAN TAYLOR.

Mr. T. D. Bunce, Cheshire, Ohio.—Bought No. 12123.

"Your claim that you have the best spring wagon on earth for the money is well founded."

Mr. D. C. Benjamin, Black Creek, N. Y.—Bought No. 12123.

"I am very much pleased with the job you did for me. Wheels are extra strong. It cost me \$10.00 less than it would here even after freight was paid."

Eva J. Nelson, Stanley, N. Y.—Bought No. 12123-B.

"The wagon is very comfortable and easy running. It has been carefully examined by different people who were favorably impressed. One man says we bought it for \$20.00 less than we could have bought it of a local dealer."

Mr. R. D. McIntyre, Sherwood, W. Va.—Bought No. 12123.

"I am well pleased with the wagon. I think I saved \$15.00 by buying from you."

Mr. Isaiah C. Elkins, South Windham, Me.—Bought No. 12125.

"After using the wagon purchased of you over a year ago, I find it equal to its representation. I am satisfied with it."

Mr. Fred S. Delvey, Warwick, Mass.—Bought No. 12123.

"I am well pleased. Saved \$15.00. When in want of another vehicle shall buy of you."

Mr. Peter Cales, Bellepoint, W. Va.—Bought No. 12123.

"The wagon bought of you over twelve months ago is giving good satisfaction. I use it in hauling wheat, etc., over ten miles of rough roads. I haul 50 dozen of eggs every month and haven't broken an egg. It is easy riding and looks as good as new."

Mr. A. C. Vanous, Sioux Rapids, Iowa.—Bought No. 12123.

"My retail dealers do not carry as good a wagon at \$70.00 as yours cost me at \$64.00 with extras ordered. I easily saved \$15.00. It rides easy. I hauled 14 bushels of wheat and it carried it without a strain. Was not scratched in shipment."

Mr. Wm. J. Glendening, Delhi, N. Y.—Bought No. 12123.

"The wagon is all you claim it to be and more. It gives the best of satisfaction."

Mr. Sylvester Wilson, Glouster, Ohio.—Bought No. 12123.

"I saved \$25.00 in buying of you. The workmanship is good. The easiest riding vehicle I ever used."

Mr. O. Frank Gruman, Denashoro, N. Y.—Bought No. 12123-B.

"We are much pleased with the spring wagon. Found it exactly as represented. Saved \$15.00. Is very easy riding, roomy and well finished."

Mr. Seeley Brackett, Windham, N. Y.—Bought No. 12123.

"I am satisfied it is the nicest spring wagon in this country. Everyone says so. I calculate I saved \$25.00."

Mr. H. C. Trantham, Strafford, Mo.—Bought No. 12123.

"Liked the spring wagon so well will buy one of your buggies. Everybody thinks the wagon is the best made and has the nicest finish of any spring wagon in the country. Rides very easy."

Mr. D. E. Crosby, Brunswick, Mich.—Bought No. 12123.

"It is far the slickest rig I ever saw. I have my doubts that it could be bought here for \$80.00. Compared it with a \$65.00 rig bought from a local dealer. If the dealer's job isn't a cheap affair compared to mine, hen, I am no judge. The harness, too, is all right."

Mrs. M. J. Calkins, Port Crane, N. Y.—Bought No. 12123.

"The wagon came in good condition. I am much pleased. It will be a good advertisement for you."

Mr. Wm. H. Owens, Hills Grove, R. I.—Bought No. 12123.

"The wagon I got from you I have used three or four times a week for six years, averaging 30 miles a day, loading as much as 900 lbs. Have had the tires set once, costing me \$3.00. I am well pleased."

Mr. S. W. Fogler, Shirlleysburg, Pa.—Bought No. 12124.

"Saved at least \$20.00. A person makes no mistake in ordering from your factory."

Mr. A. J. Reed, Westport, Md.—Bought No. 12123.

"I am much pleased. It seems to be as you represented it."

Mr. Isaac A. Hawley, Hawleyville, Conn.—Bought No. 12125.

"Wagon reached here all right and is a good one. I am well pleased."

Mr. G. W. Loomis, Andover, Ohio.—Bought No. 12123-A.

"The wagon is a dandy. Was waiting to see a man that is going to get a spring wagon this fall. He saw mine and said he would send for one."

Mrs. Harrison Miller, Bartonsville, Pa.—Bought No. 12123.

"Anyone intending to buy a wagon of any kind will save one-third of the price by buying of you. The wagon is giving perfect satisfaction."

Mr. John Simpson, Pontiac, Mich.—Bought No. 12123.

"No fault to find with the wagon. I am well suited. The money is in the bank subject to your order."

Mr. T. L. Cox, Randleman, N. C.—Bought No. 12123.

"Received the wagon and harness in fine condition, and thank you for your prompt shipment and honorable and gentlemanly treatment. Will at every opportunity speak a good word for your firm. I saved from \$25.00 to \$30.00."

Mr. Paul Marker, Merrifield, Minn.—Bought No. 12123.

"The wagon came in good condition and is O. K. Will send you the name of a prospective buyer."



ONE EXAMPLE IS WORTH A THOUSAND ARGUMENTS

I DO not want any man to jump at conclusions—to judge this wagon by its attractive appearance alone. Beauty in a spring wagon is only paint deep. Paint on most spring wagons covers the cause for a multitude of future troubles and expense. When you buy a spring wagon, you cannot afford to pay your money for appearance alone. You want strength, durability, easy riding, and easy running qualities—you want a combination of materials and workmanship that will insure many years of satisfactory service.

The average manufacturer or dealer simply sells you a wagon at a certain price. I sell you more than that. I sell you wagon service!

Cost is a future consideration. You cannot tell what a wagon costs you until it is worn out. The longer it lasts the more satisfactory service you get out of it, the cheaper it is in the long run; the sooner it wears out—the more it has cost you. I solicit your order for this wagon with the following claim:

There is not a spring wagon sold by any dealer or manufacturer in the United States at a cost of from \$10.00 to \$30.00 above my price that is the equal in quality of material, workmanship, correct construction or finish of my No. 12123.

That is a broad claim, but I want the chance to prove it. I can prove it. My reputation for square dealing gives me the right to ask that chance. Nominally, my guarantee on this wagon is for two years, and I sell it on one month's free trial, but my personal guarantee to you is that no matter whether it is two months, two years, or ten years, if you ever find a piece of material in it that is not what I guaranteed it to be, I will replace it! My moral obligation doesn't stop at the expiration of two years.

I have been making spring wagons for years, and I never have and never will put my name-plate on a wagon that I cannot conscientiously say has good honest workmanship and material in it throughout.

I have never before been able to offer my customers a wagon the equal of No. 12123 at the price. I positively know it to be the best wagon in the world for the money. My competitors have by their own wagons proven it to be so. I bought samples of about all the wagons I could find advertised. I ripped them apart, I dug under the paint. I found much material that would not in my opinion even make good firewood. I found workmanship bordering on criminal carelessness. Yet, their advertised claims were that their wagons were perfect in every detail.

I know why spring wagons wear out. I know what parts wear out first. I know what will and what won't stand years of hard service in the way of different materials.

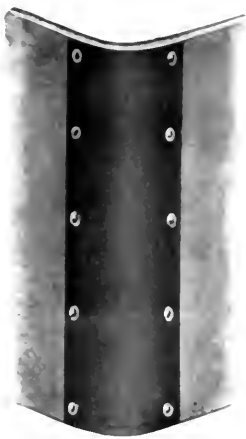
I am not in business for a day. I want my sons to sell your sons spring wagons if they succeed to my business, and I am building wagons today that will make it easier for them to do so. I am today reaping the benefit of the fact that my old spring wagon customers have long memories. That is why I am today selling more spring wagons than all of my competitors selling by mail put together.

Take My Advice. *If you are in the market for a spring wagon, order my Leader No. 12123. You take no chance. If it isn't satisfactory to you whether you find it to be as represented or not; if you do not find it by comparison to be better than any spring wagon that you can find for from \$15.00 to \$20.00 above my price; if you—for any reason—are not satisfied with the wagon, send it back at my expense and I will guarantee to immediately refund your money in full.*

H. C. Phelps

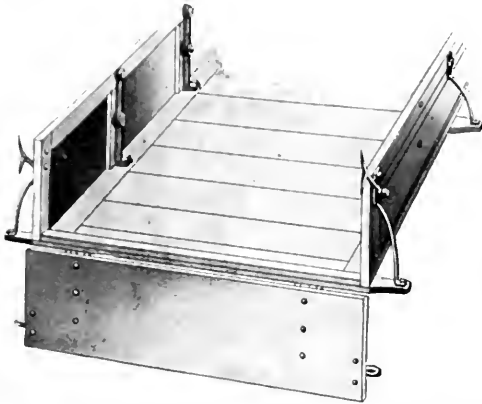
BODY—34 inches wide, 7½ feet long, 8¾ inches deep, outside measurement. Body is made with extra heavy frame, with heavy cross sills

and outside panel braces. Malleable braces bolted on posts inside and through body, as per illustration. Drop end gate opening full width of

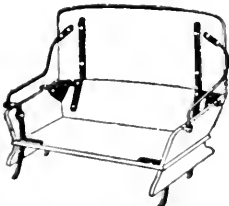


Showing steel bound round front corners.

body with inside hinges and strong gate locks. Top edge of body ironed all around. Heavy steel bound round corners to prevent opening. Body panels are made of best yellow air dried poplar, with extra heavy ash and oak posts and braces. Hardwood bottom boards. Clearance space from bottom of seat to floor of body, 11 inches. Distance from body to ground without load, 31 inches. Extreme height of wagon when furnished with top, 89 inches.



SEATS—Both seats removable. Plenty of leg room between seats. Heavy phaeton pattern seats, with round steel bound corners, very securely ironed and braced. (See illustration.) Seats are made of best grade air dried yellow poplar. Backs are 17 inches high above tops of cushions. Seats measure on top of cushion, 36



Showing ironing of seats.



Showing rounded steel bound seat corners.

inches. Distance from level of seat cushion to floor, 16 inches. Depth of cushion, 16 inches. Soft easy riding springs in cushions and backs. Particular attention is directed to the fact that these seats are not the ordinary cheap, nailed-together wagon seats usually supplied, but they are the genuine phaeton pattern, with solid panel backs. These seats are not only more handsome in appearance, but twice as strong as ordinary seats.

WHEELS—Rims full 1 inch, tires measure 1 1-16 inches wide, 38 and 42 inches high, 1/4-inch round edge steel tires, full bolted between each spoke, and electrically welded, making practically a one-piece continuous band of steel. Rock elm hubs, boxes set in white lead, rims are riveted as illustrated. We guarantee the

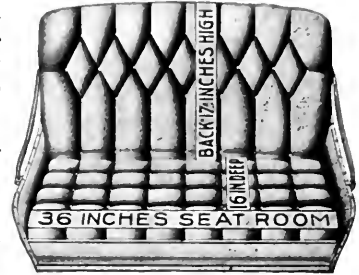


Showing rivets through rims.

rims and spokes used in these wheels to be the highest grade of selected split hickory, and that better or stronger wheels cannot be made. 1 1/4-inch wheels, \$1.50 extra. 1 1/4-inch wheels, \$3.00 extra. 5-16-inch tires, 75 cts. 3/8-inch tires, \$1.00 extra.

UPHOLSTERING

Heavy black imitation leather, guaranteed very comfortable and very durable—easily kept clean and will wear almost, if not fully, as well as genuine leather. Do not confuse this upholstery with the cheap, thin painted drill or rubber furnished by others on their so-called good spring wagons. Seat sides are padded and upholstered. Genuine leather upholstery on both seats, \$3.75. Dark green heavy cloth upholstery, \$2.00. Corduroy, \$2.50.



Showing measurement of seat.

AXLES—1 1/4-inch, best grade refined steel, with double collar and oil retaining and circulating groove on spindle. Rear axle is coaxed pattern, front axle has heavy straight grained



Showing heavy double collar axle.

split hickory axle cap cemented, glued and full clipped. These are the easiest running friction wagon axles made. 1 1/4-inch axles, front and rear, \$1.75 extra.

TRACK—4 feet 8 inches, or 5 feet 2 inches. Be sure to read page 12.

SPRINGS—Hayes spring in front, full platform in rear. Rear springs 4 plate 1 3/8 inches wide and made of best grade oil tempered refined steel. Graded and graduated to ride easy with light or heavy load. Hayes spring in front has five leaves in lower section, three leaves in each upper section. Hayes spring is attached to heavy wide hardwood bolster with heavy head bolts. The bolster is securely attached to the body, making a very rigid construction. The Hayes spring gear construction regularly furnished is especially recommended, as it is not only strong and easy riding, but it enables coupling the gear up shorter, which permits of turning shorter, and by shortening the gear makes the wagon pull easier.

GEARS—Heavy straight grained second growth split hickory reaches, 1 1/8 inches thick. Ironed full length and securely clipped to rear axle and bolted into fifthwheel. Heavy wrought

iron braces from reaches to rear axle. Heavy unbreakable full circle fifthwheel. (See illustration.)



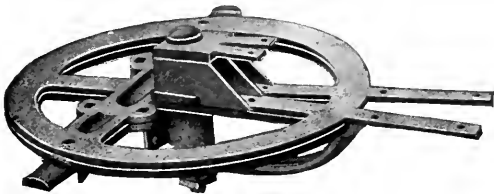
Showing regular gear construction.

tion.) This fifthwheel is very superior to those furnished on any other spring wagon. The first cost of it is \$1.00 more than other manufacturers



Showing heavy reaches full ironed and bolted.

pay for their ordinary wagon fifthwheels. This fifthwheel has a special oil retaining groove, and turns very easily. We give a special guarantee



Showing heavy full circle fifthwheel.

on it. Heavy, securely clipped split hickory head blocks. In general, the gear on this wagon is

heavier, stronger, and better constructed, and of better material than on other wagons made at any price.

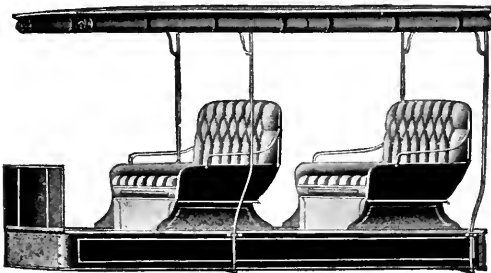
SHAFTS—Extra heavy straight grained split hickory double bend wagon shafts. Heavily ironed. Braces extending from shaft eye beyond crossbar and on crossbar. Extra heavy corner braces. Heavy single tree, iron ferrule and patent iron trace holder on ends. Heavy harness leather hold back loops, trace carriers, and eveners straps on single-tree. Pole in place of shafts, \$2.25. Pole in addition to shafts, \$4.75.

PAINTING—Body and seats, black, with two rich dark Brewster green center panels, handsomely ornamented and striped. Gear, rich shade of red, neatly striped. This color scheme is recommended as it makes a very attractive, yet not loud or gaudy, finish. Green gear if preferred. Yellow or oak gear, \$1.00 extra. Special attention is called to the fact that these wagons are painted with the same number of coats of paint, and with the same care that our surreys are painted, making them suitable for pleasure or business purposes. Our oil and lead hand brush work process is used. No part of the wagon is dipped. This makes a vast difference, not only in the appearance of the wagon, but in the durability of the painting.

FIXTURES—12-inch patent leather dash, with strong dash braces, whipsocket, long and short steps on each side of body, wrench, washers, anti-rattlers and everything complete ready for use.

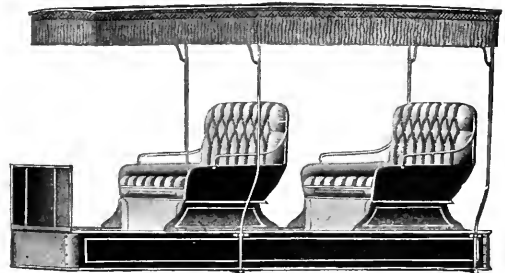
CHANGES AND EXTRAS—Waterproof storm apron, \$1.00. Hand or foot brake, \$4.75. Lettering on side of body or seat, 10 cents per letter. Carpet in bottom of body, \$1.25. Allowance for one seat, \$4.00. Dash moulding, 50 cents extra.

WEIGHT—Net weight without top and as regularly built, 525 lbs. Approximate shipping weight as regularly built and securely crated, 750 lbs.



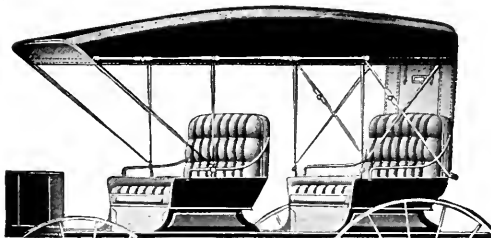
Top No. 1, \$10.75 extra.

TOP NO. 1.—Four-post canopy top with roll-up side curtains. This top is made of heavy, waterproof rubber, on roof over hardwood frame, with 4 heavy iron posts securely bolted under body, on sides of body and to roof. Side curtains are supplied all around an' are of heavy, waterproof material. Top is lined with green cloth. Top is removable.



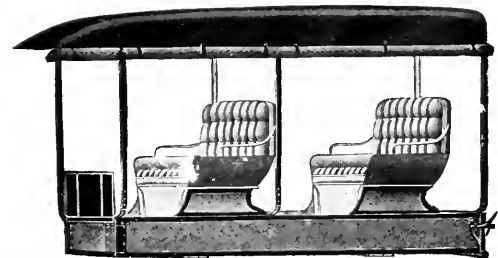
Top No. 2, \$11.00 extra.

TOP NO. 2.—Same as Top No. 1, except has detachable side curtains with deep fringe. Top removable.



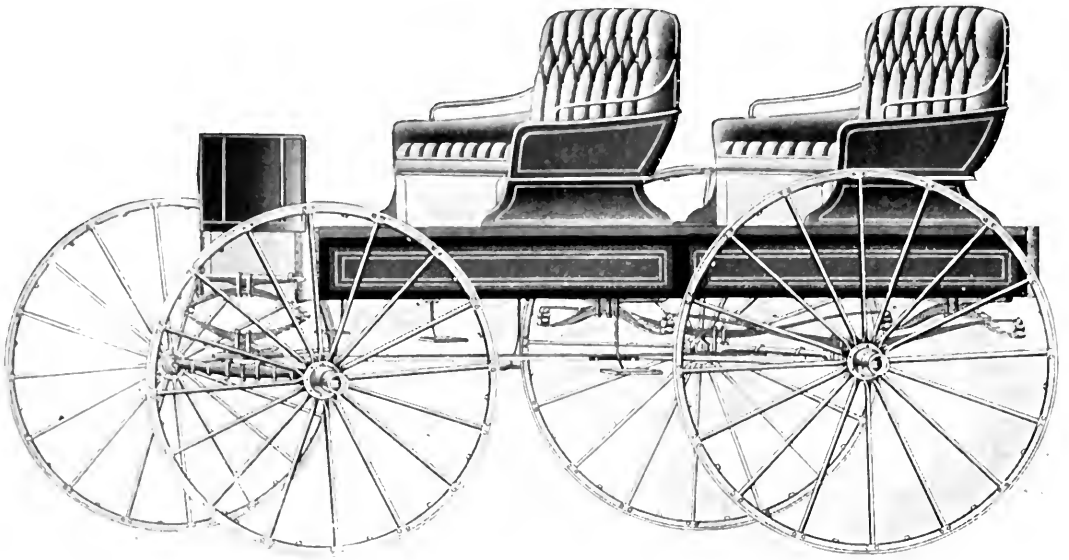
Top No. 3, \$14.00 extra.

TOP NO. 3.—Made of heavy rubber, guaranteed waterproof, with heavy green head lining. Side curtains all around. The \$14.00 price is for full rubber top. Price for leather quarter top is \$17.00. This top not removable.



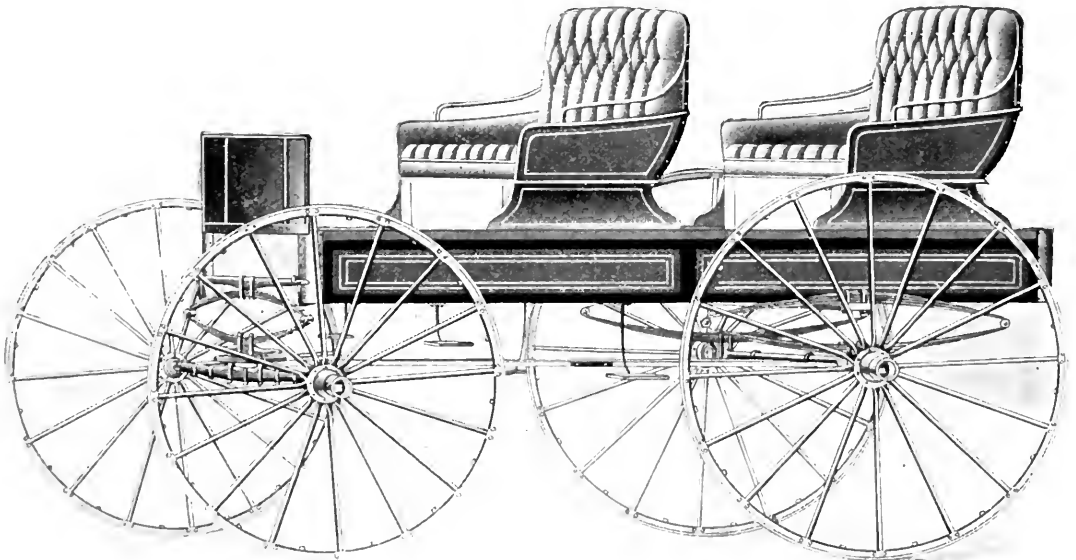
Top No. 4, \$17.50 extra.

TOP NO. 4.—Six-post express top, made full length over body, with hood extending over dash. Top built entire length, with round, bent bow frame. Hardwood slats, covered with heavy rubber waterproof duck. Hardwood side rails well braced to body. Roll-up side curtains extending full length of body. This top is removable.



No. 12123 A

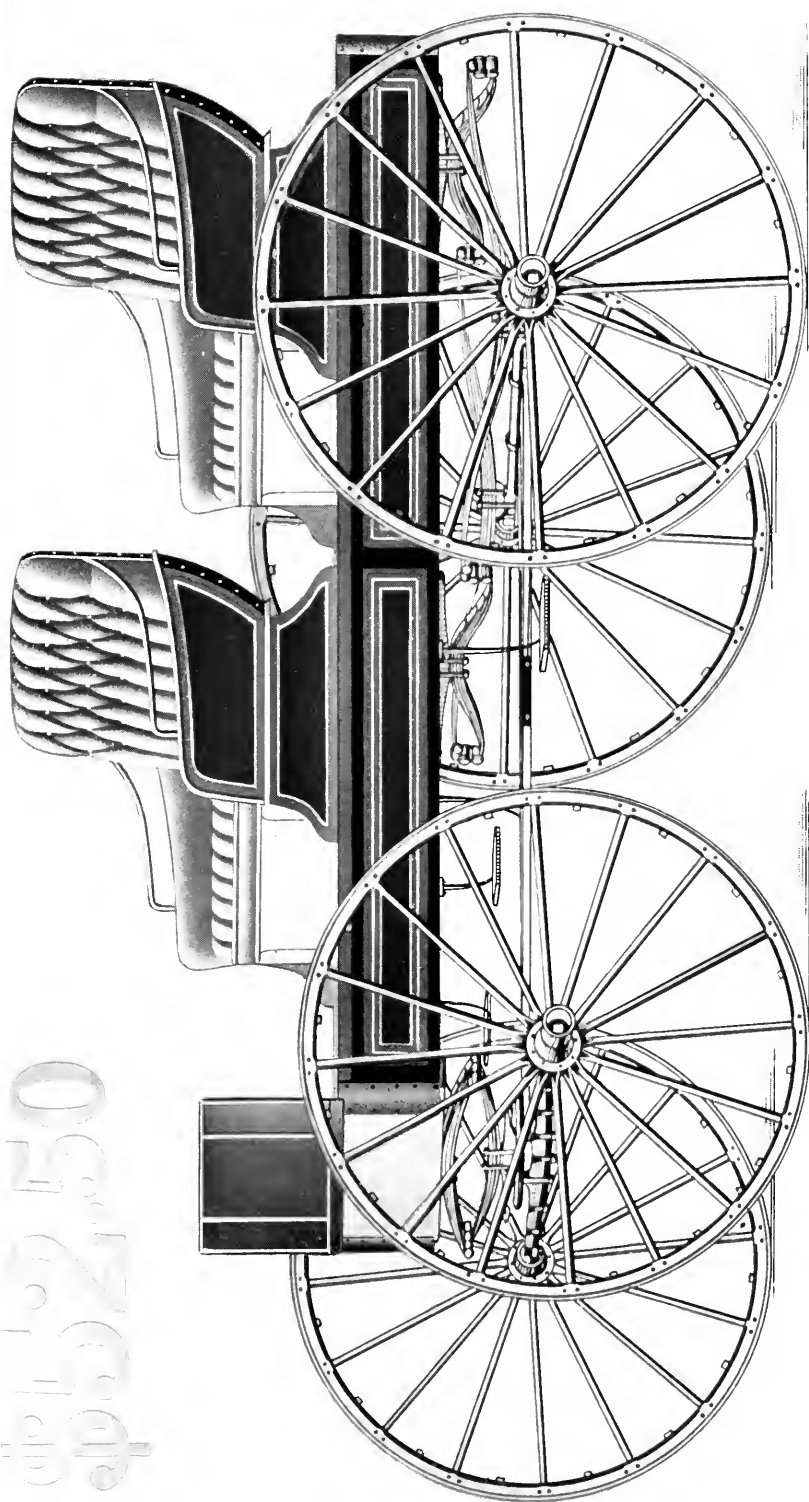
No. 12123 A is the same as No. 12123, except it has 4-plate elliptic front spring with split hickory spring bars. Illustration on page 120 shows correct construction of rear of body.



No. 12123 B

No. 12123 B is the same as No. 12123 except it has 4-plate elliptic front spring and 4 plate elliptic rear springs. This spring construction is especially suitable when wagon is to be used exclusively for carrying passengers. Illustration on page 120 shows correct construction of rear of body.

\$12.50



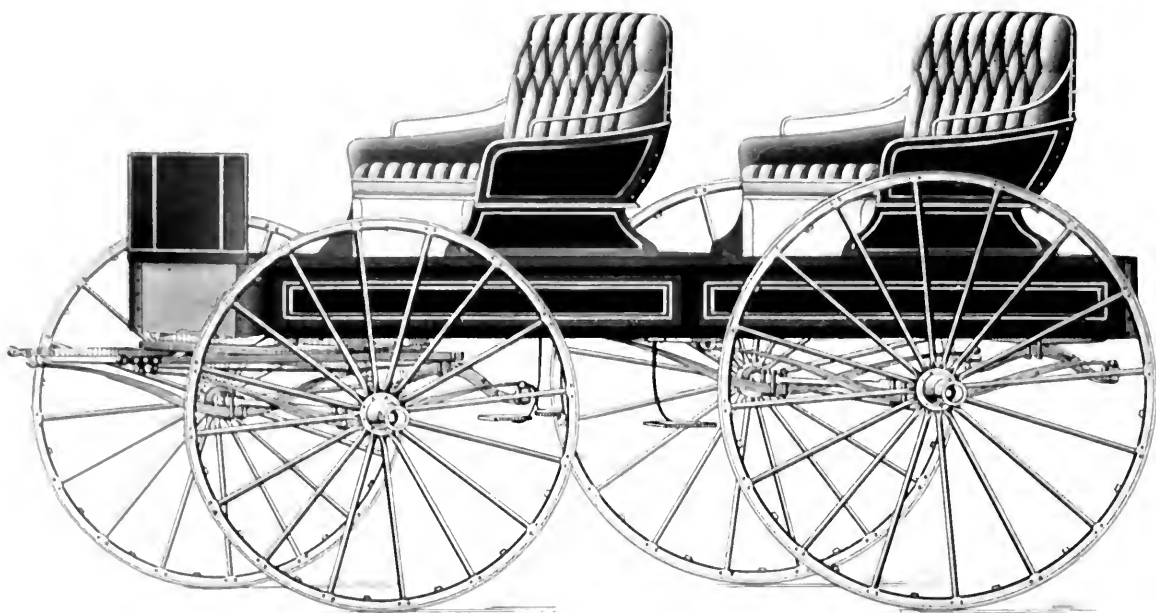
No. 12123 Split Hickory Leader Pleasure or Business Wagon

PRICED WITH SHAFTS AND STEEL TIRES

READ DETAILED DESCRIPTION, PAGES 119-120-121

(Illustration on page 120 shows correct construction of rear of body)

JUDGED BY THE YEARS OF SERVICE YOU WILL GET OUT OF IT, THIS
IS THE CHEAPEST WAGON IN THE WORLD



No. 12124 Split Hickory Full Platform Wagon

PRICED WITH SHAFTS

This is our strongest, most heavily constructed and proportioned spring wagon. It is intended for hard service. The seats are removable so that it is suitable for pleasure or business purposes. In general construction throughout—as to grade of material and workmanship, it is the same as our Leader wagon described on pages 119-121, except it has a much heavier gear, full platform springs and a wider body. It will easily sustain a load of over 1,000 lbs. on average roads and will stand more use and abuse than wagons of its pattern sold elsewhere at \$20.00 above our price.

BODY—7 feet 6 inches long, 36 inches wide, round corner pattern as illustrated. Drop end gate. Round iron cased corners. Hardwood bottom boards crosswise. This body is very rigidly constructed and heavily braced and ironed.

SEATS—Phaeton pattern as illustrated, with steel cased corners to prevent opening. These seats are extra wide, roomy and comfortable, with spring cushions and spring backs. Seat sides padded.

UPHOLSTERING—Heavy black imitation leather, guaranteed to give good service. This upholstery will wear far better than the cheap, glazed drill or rubber furnished by others. Genuine leather upholstery, imitation fall and seat ends on both seats, \$3.75. Cloth upholstery, \$2.00. Corduroy upholstery, \$2.50.

WHEELS—Sarven patent, 40-44 inches high, full $1\frac{1}{4}$ inches with riveted rims, 5 16-inch electrically welded steel tires. The rims and spokes are made of our best grade of selected split hickory. $1\frac{1}{4}$ -inch wheels, \$1.75; $\frac{3}{8}$ -inch tires, \$1.00.

AXLES—Coached pattern, $1\frac{1}{4}$ -inch front and rear, made of best refined steel, with oil retaining groove on spindle, $1\frac{1}{4}$ -inch axles, \$1.50.

SPRINGS—Full platform, front and rear. Side sections are, $1\frac{1}{2}$ inches wide, 4-leaf; cross sections, $1\frac{1}{2}$ inches wide, 5-leaf. These springs are graded to ride easy with light or heavy load.

SHAFTS—Same quality as on our Leader Wagon, No.

12123, except made heavier throughout. We guarantee these shafts to be made of straight grained second growth hickory. Pole in place of shafts, \$2.25. Pole in addition to shafts, \$4.75.

PAINTING—Body and seats black with dark Brewster green center panel. Richly ornamented. Gear, rich red, handsomely striped. This makes a very attractive finish. Will furnish any other color body or gear as preferred, without extra cost except yellow or oak grained gears, which are \$1.00 additional. Our oil and lead hand brush work system is used throughout, no dipping or daubing process employed. This wagon is handsomely and very durably painted.

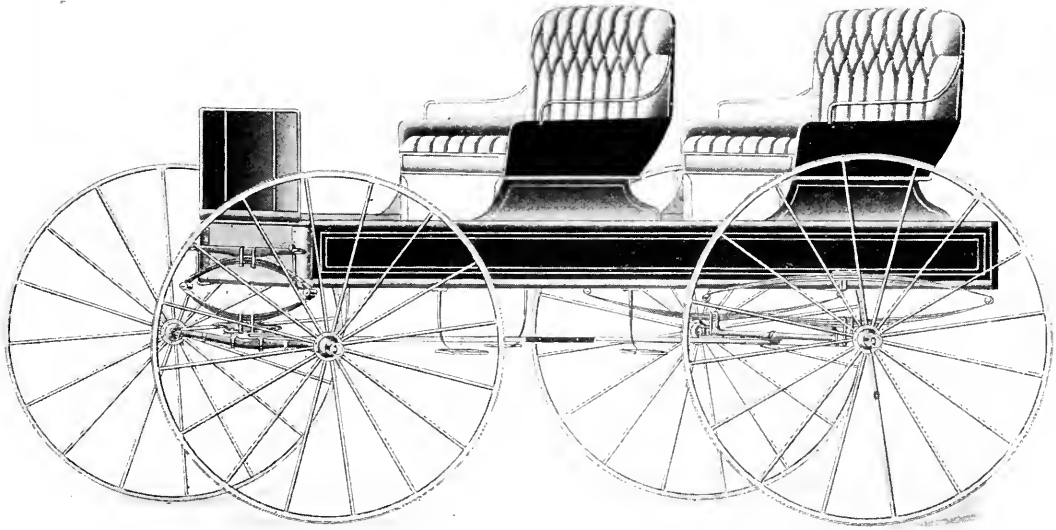
TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

FIXTURES—12-inch, genuine leather dash (not a cheap imitation leather), whipsocket, steps on side of body, wrench, washers, everything complete.

TOPS—Add 50 cents extra to top prices quoted on page 121 to cover additional cost of making these tops in the larger size for this size body.

EXTRAS AND CHANGES—Water-proof storm apron, \$1.00. Hand brake, \$4.75. Lettering on side of body or seat, 10 cents per letter. Carpet in bottom of body, \$1.25.

WEIGHT—Net weight without top, 550 lbs. Approximate shipping weight, securely crated, 800 lbs. Write for other extras or changes wanted.



No. 12125 Split Hickory Light Spring Wagon

PRICED WITH SHAFTS

Where strength, light running and easy riding qualities are wanted, this wagon will fully meet the requirements. In the grade of material and workmanship, it is practically the same as our Great Leader Spring Wagon, No. 12123, but it is made in a smaller proportion throughout. We make this wagon to meet the demand of a general purpose combination business or pleasure wagon. It is strong enough for business purposes and handsomely finished. A great many people prefer a vehicle of this kind to a cheap surrey. AT RETAIL THIS WAGON WOULD BE CONSIDERED CHEAP AT \$65.00. We will unhesitatingly ship this wagon on our Free Trial Plan, with the understanding, if not satisfactory, it can be returned and your money refunded in full, without question.

BODY—33 inches wide, 84 inches long, outside measurement. Full width drop end gate. Selected yellow poplar panels, well braced. Heavy hardwood bottom boards. Side panels are bolted through sills. Corners of body are steel bound to prevent spreading. Very strongly made body.

SEATS—Made of selected yellow poplar, extra well braced and ironed. Solid panel spring backs and spring cushions. 33 inches across top of cushion. Both seats removable.

UPHOLSTERING—Heavy grade, best imitation leather, guaranteed to wear and look well. (Don't confuse this trimming with the thin, cheap drill, painted oilcloth or canvas usually furnished by others.) Genuine heavy leather with imitation fall and seat sides on both seats, \$3.75; cloth, \$2.00; heavy corduroy, \$2.50 extra.

WHEELS— $\frac{7}{8}$ -inch Sarven patent, 40 and 44 inches, 1-inch wide, $\frac{1}{4}$ -inch thick, oval edge, best grade hot set, electrically welded steel tires, full bolted between each spoke. These wheels are guaranteed to be made of best selected, straight grained split hickory. 1-inch wheels, 50 cents; $1\frac{1}{2}$ -inch wheels, \$1.50; 5/16-inch tires, 75 cents; riveted rims, \$1.00; staggered wheels, \$1.00.

AXLES—1 $\frac{1}{16}$ -inch front, $1\frac{1}{8}$ -inch rear. Front axle heavily capped with split hickory axle cap, cemented and full clipped. Rear axle coach pattern without wood cap. Axles made of best refined steel, $1\frac{1}{8}$ -inch axle in front, 75 cents.

SPRINGS—Long four-leaf front, three-leaf rear, elliptical. Best grade oil-tempered, graded to ride easy with light or heavy load. Heavy split hickory spring bar.

GEAR AND FIFTHWHEEL—Double split hickory reaches, well ironed and braced. Heavy, unbreakable, guaranteed fifthwheel. Norway wrought iron clips and bolts used throughout. A very strong gear.

SHAFTS—Best grade split hickory, heavy wagon shafts. Heavy irons on heel and cross bar. Heavy harness trace carriers and single-tree loops. Pole in place of shafts, \$2.25. Pole in addition to shafts, \$4.75.

PAINTING—Our oil and lead system, all hand brush work. Gear, light red, neatly striped. Body, black, handsomely striped and ornamented. Seats, black. Yellow gear, \$1.00 extra. Green gear, no extra.

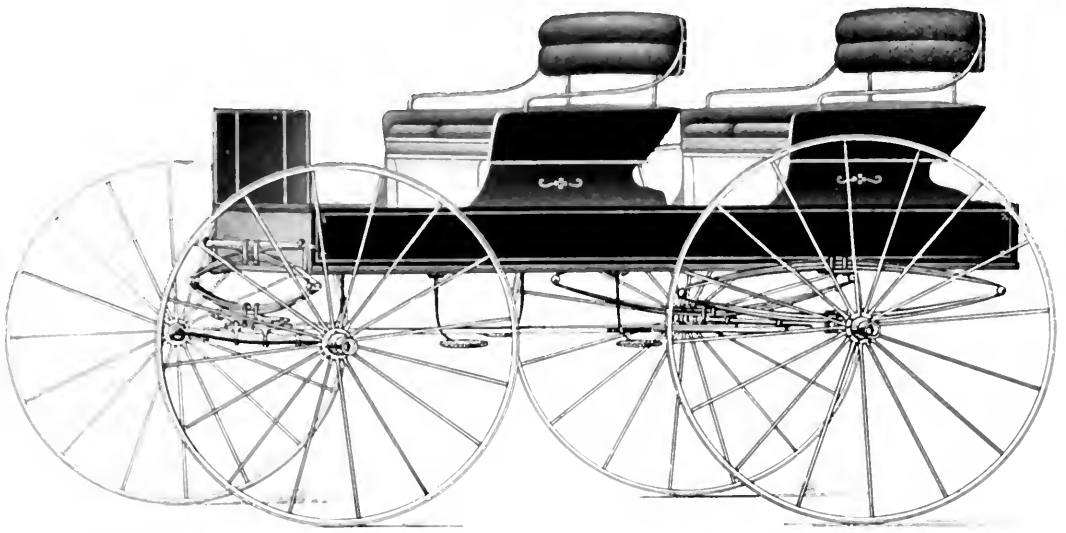
TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

FIXTURES—Genuine leather dash, whipsocket, wrench, washers, two steps on each side.

TOP—Well made, four-post canopy top with roll-up or detachable curtains, \$10.75. Full rubber extension top, \$14.00. Leather quarter extension top, \$17.00.

EXTRAS—Hand or foot brake, \$4.75. For other changes or extras, write us.

WEIGHT—Net weight as regularly constructed, about 425 lbs. Shipping weight, as described, with shafts, 625 lbs.



No. 12126 Split Hickory Light Three-Spring Wagon

PRICED WITH SHAFTS AND STEEL TIRES

This is our lightest general purpose business or pleasure spring wagon. While it is made lighter throughout in general proportions than most of our other spring wagons, to meet the requirements of those who want something to use with one horse altogether, and for pleasure purposes, it is well suited. It is a very neat wagon in appearance, and we have no hesitancy in fully recommending it and guaranteeing it. The material used throughout is strictly selected stock. At retail this wagon would easily command a price of \$15.00 or \$25.00 above our figure.

BODY—30 x 70 inches outside measurement. Made of selected yellow poplar panels with strong heavy braces, fully reinforced.

SEATS—Seats are removable. Made in style as illustrated. Half-panel backs, constructed of selected yellow poplar and well braced. Full panel back instead of half panel, \$1.00 additional.

WHEELS—7½-inch, Sarven patent, 40 and 44 inches high. ½-inch round edge steel tires, bolted between each spoke. Wheels are guaranteed made of selected second-growth straight grained hickory. 1-inch wheels, 50 cents extra. 5, 16-inch tires, 75 cents extra.

GEAR—Double split hickory reaches, well ironed and braced. Rear circle rear kingbolt fifthwheel. Norway wrought iron clips and bolts throughout. Gear is light but very strong.

SPRINGS—Long elliptic, 4-leaf front, with two 4-leaf springs in rear, 1¼-inch wide, oil tempered and very easy riding, with light or heavy load. Heavy split hickory spring bars.

AXLES—15/16-inch, fan-tailed front, 1½-inch coach pattern rear. No woodwork on rear axle. Split hickory wooden cap on front axle cemented and full clipped. 1 1/16-inch front axle, 75 cents extra. Long distance axles, 50 cents extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

UPHOLSTERING—Heavy grade of best imitation leather, guaranteed to wear and look well. (Do not confuse this with cheap painted oil cloth or canvas covering furnished by others on cheap wagons.) Genuine leather trimming on both seats, \$3.75.

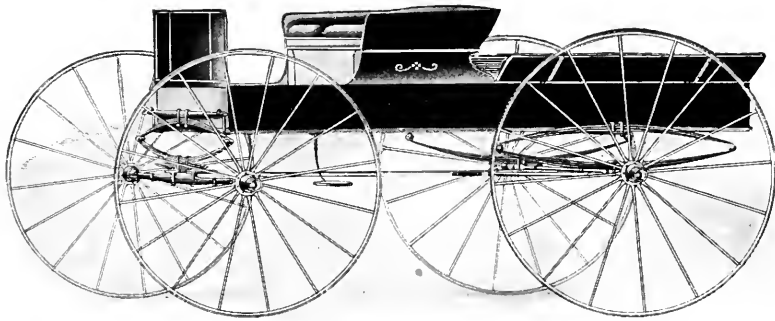
PAINTING—Body and seats, ivory black, neatly striped. Gear, rich shade of light red, neatly striped. Our oil and lead system, all hand brush work. Green or dark red gear, no extra cost. Yellow gear, \$1.00 additional.

SHAFTS—Straight grained split hickory shafts, ironed and well braced. Pole in place of shafts, \$2.50. Pole in addition to shafts, \$4.75.

FIXTURES—Genuine leather dash, wrench, washers and anti-rattlers.

CHANGES AND EXTRAS—Hand or foot brake, \$4.50. Water-proof storm apron, \$1.00. Carpet, \$1.25. Dash rail, 50 cents.

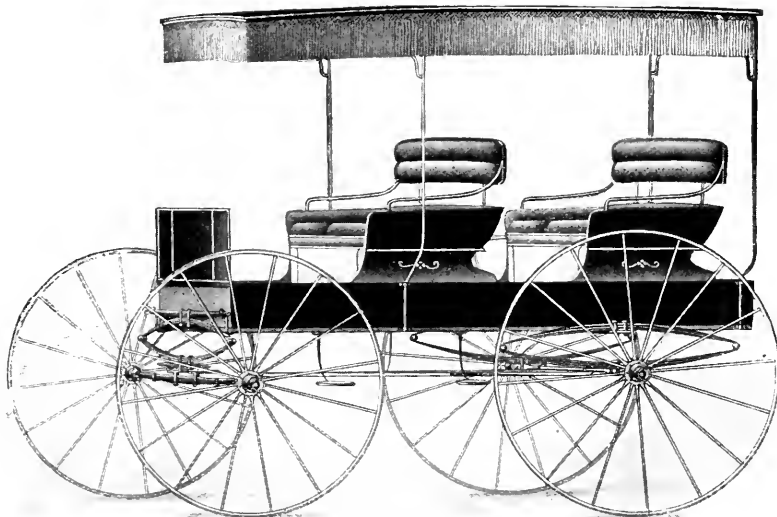
WEIGHT—Net weight, 375 pounds. Approximate shipping weight, 550 pounds.



No. 12126 A Split Hickory Light Delivery Wagon

PRICED WITH SHAFTS AND STEEL TIRES

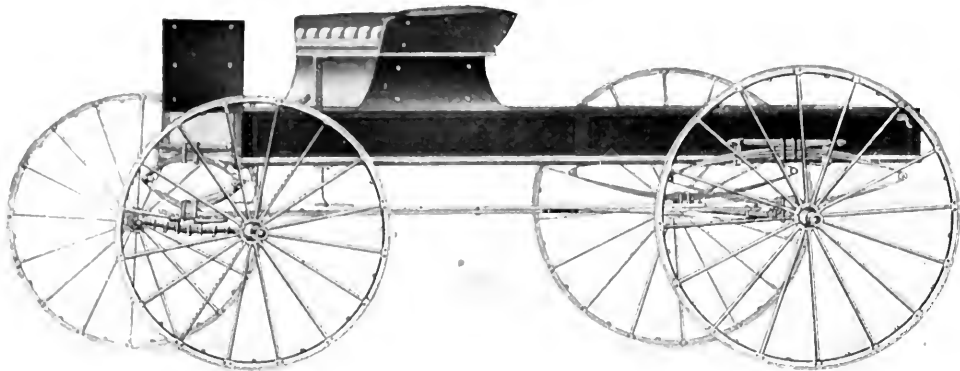
No. 12126 A is the same in general size and proportion throughout as No. 12126 described on the opposite page, except it has one seat without lazy back, and is made with flare boards, which makes a very suitable wagon for light marketing and delivery purposes. While it is a light delivery wagon, it is constructed of good material—made strong and substantial throughout, therefore will stand lots of hard usage.



No. 12126 B Split Hickory Light Spring Wagon

PRICED WITH SHAFTS AND STEEL TIRES

No. 12126 B is the same in general construction and proportion throughout as No. 12126 described on opposite page, except it is supplied with a four-post canopy top, with standards well braced to body and top. Roof is covered with heavy water-proof material and the fringe is long and of a good quality. Headlining is supplied in top; also good water-proof detachable curtains. Solid panel back in place of half panel back supplied at an extra cost of \$1.00



No. 12128 Split Hickory Low Down Long Body Wagon

DETAILED DESCRIPTION

BODY—8 feet long, 36 inches wide, outside measurement. Corners and top edges heavily ironed. Longitudinal inch thick bottom boards. Heavy iron strips full length of bottom boards. Drop gate. Body hangs 31 inches from ground. Strong roomy seat, with soft cushion, imitation leather trimmed. Well braced wood dash.

WHEELS—1 $\frac{1}{8}$ -inch, Sarven patent, 40 and 44 inches high. 5 16-inch round edge steel tires full bolted between each spoke. Our highest grade split hickory wheels. 1 $\frac{1}{4}$ -inch wheels, \$1.75 extra. $\frac{3}{8}$ -inch tires, \$1.00 extra.

AXLES—1 $\frac{1}{8}$ -inch front, split hickory caps. 1 $\frac{1}{2}$ -inch rear coach pattern, best refined steel. 1 $\frac{1}{4}$ -inch axles, \$1.50 extra.

SPRINGS—Long, oil tempered, 4-leaf front and rear, 1 $\frac{1}{2}$ inches wide. Heavy split hickory, straight grained spring bars, front and rear.

GEAR—Double split hickory, heavily ironed and braced reaches. Heavy unbreakable fifth-wheel. Norway wrought iron clips and bolts. Built for hard service.

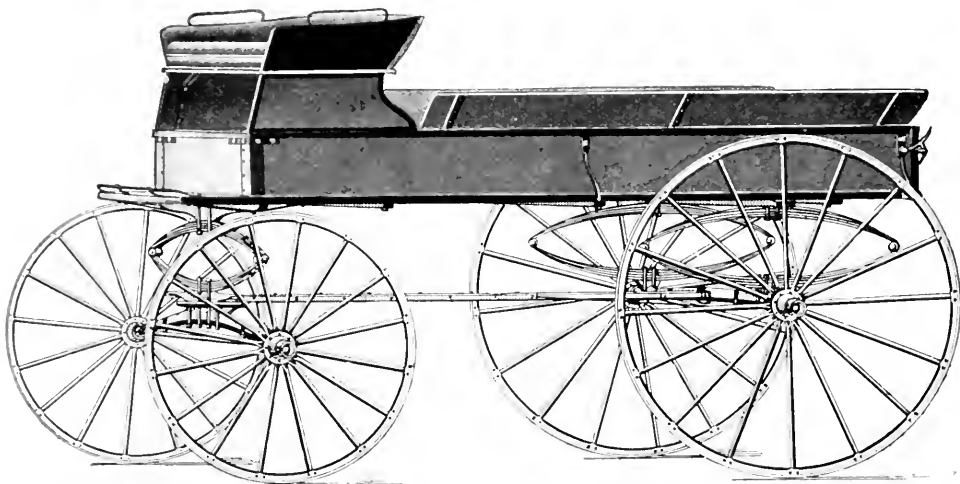
SHAFTS—Heavy straight grain split hickory. Heavily ironed and braced. Pole in place of shafts, \$2.25. Pole in addition to shafts, \$4.75 extra.

PAINTING—Our oil and lead hand brush work. Gear, light red. Green gear, no extra. Yellow gear, \$1.00 extra.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

CHANGES AND EXTRAS—Hand or foot brake, \$4.75. Write us for other changes.

WEIGHT—Net weight, 600 lbs. Shipping weight, approximately, 700 lbs.



No. 12228 Split Hickory Cut Under Delivery Wagon

DETAILED DESCRIPTION

BODY—7 feet 6 inches long, 40 inches wide, 10 inches deep, outside measurement. Heavy hardwood throughout. Longitudinal bottom boards with iron strips. Extension cross sills in rear, also center outside braces. Iron-bound corners. Drop end gate. Heavy well braced flare boards. Heavy well braced toe board. Strongly braced and roomy seat. Imitation leather upholstery. Side panels bolted through sills.

WHEELS—1 $\frac{1}{4}$ -inch, Sarven patent, 34-inch front, 44-inch rear, riveted rims, 5 16-inch tires, best grade split hickory full bolted wheels. $\frac{3}{8}$ -inch tires, \$1.00 extra. 1 $\frac{1}{4}$ -inch wheels, \$1.75.

AXLES—1 $\frac{1}{2}$ -inch wood capped front and rear for strength and carrying capacity. Best refined steel. 1 $\frac{1}{2}$ -inch axles, \$1.50.

SPRINGS—1 $\frac{1}{2}$ -inch wide, five-leaf front, 1 $\frac{3}{4}$ -inch five-leaf rear. Best oil tempered, strong and elastic springs.

GEAR—Heavy single reach. Bolted on both sides, full length. Full circle unbreakable guaranteed fifth-wheel. Wrought iron clips and bolts.

SHAFTS—Extra heavy straight grained split hickory, double bend shafts with driver's steps.

PAINTING—Body, handsome brewster green, tastily striped. Gear, light red with heavy black striping. Green gear, if preferred. Yellow gear painting, \$1.00 extra. Lettering, ten cents per letter.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to read page 12.

EXTRAS—Heavy hand lever brake, \$4.75. For other changes or extras, write us.

WEIGHT—Net, 550 lbs. Shipping weight, about 750 lbs.

No well equipped farm is complete without a good, strong cart of this kind. WE MAKE A BETTER CART THAN OTHER MANUFACTURERS BECAUSE WE DO NOT USE "CULL MATERIAL," AS THE OTHERS DO. We use exclusively good, straight grain hickory that we can safely guarantee.

A cart, as a rule, is subjected to hard service and it should be made doubly strong. As it is a vehicle that should last many years, it pays to get a good one, and that is the kind that we have to offer you in these styles.

We are not prepared to make any changes whatever. We manufacture these carts in large quantities during the dull season and have prepared them for almost immediate shipment when your order is received, consequently will make no changes whatever from the way they are described below.

GUARANTEED FOR ONE YEAR

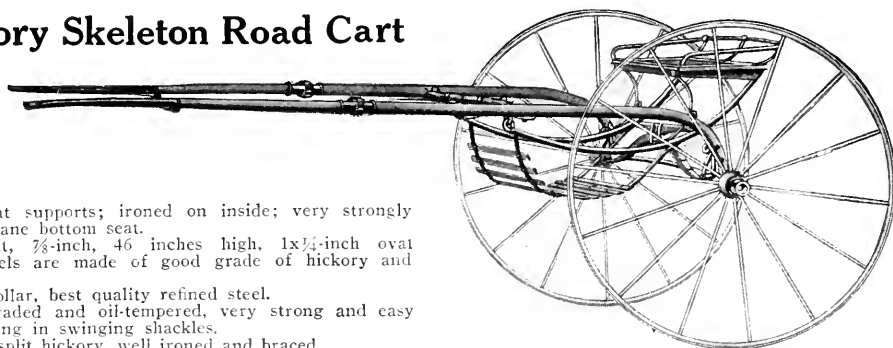
Made as Described Only

Quick Shipment

Not Sold on Free Trial

Split Hickory Skeleton Road Cart

Style No.
12129



BODY—Bent hickory seat supports; ironed on inside; very strongly braced; two-passenger cane bottom seat.

WHEELS—Sarven patent, $\frac{7}{8}$ -inch, 46 inches high, $1\frac{1}{4}$ -inch oval edge steel tires. Wheels are made of good grade of hickory and are fully guaranteed.

AXLES—1-inch double collar, best quality refined steel.

SPRINGS—Four leaf, graded and oil-tempered, very strong and easy riding. Springs are hung in swinging shackles.

SHAFTS—Best grade of split hickory, well ironed and braced.

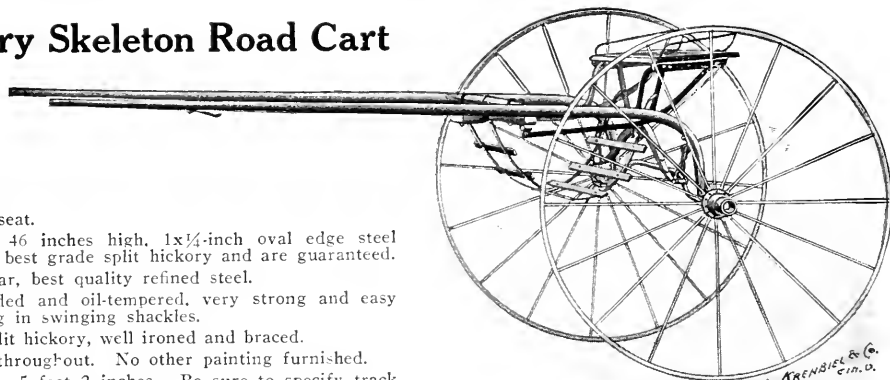
PAINTING—Carmine red throughout. No other painting furnished.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to specify track wanted.

WEIGHT—Approximate shipping weight, 150 pounds.

Split Hickory Skeleton Road Cart

Style No.
12229



SEAT—Two-passenger slat seat.

WHEELS—Sarven patent, 46 inches high, $1\frac{1}{4}$ -inch oval edge steel tires. Wheels are of the best grade split hickory and are guaranteed.

AXLES—1-inch double collar, best quality refined steel.

SPRINGS—Four leaf, graded and oil-tempered, very strong and easy riding. Springs are hung in swinging shackles.

SHAFTS—Best grade of split hickory, well ironed and braced.

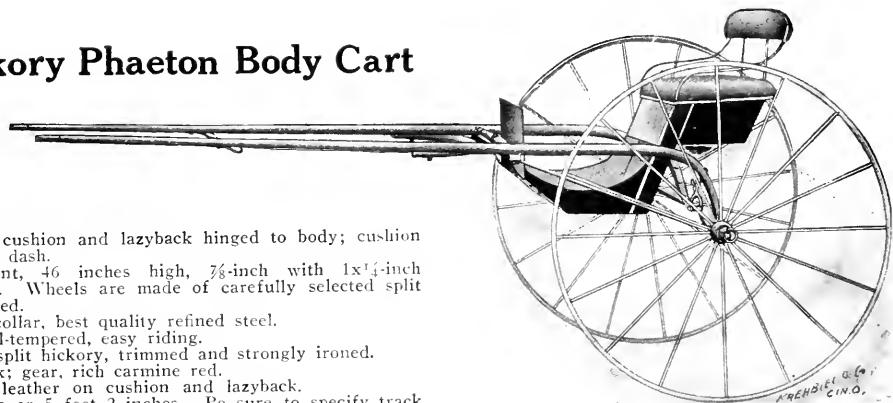
PAINTING—Carmine red throughout. No other painting furnished.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to specify track wanted.

WEIGHT—Approximate shipping weight, 150 pounds.

Split Hickory Phaeton Body Cart

Style No.
12329



BODY—Strongly made, cushion and lazyback hinged to body; cushion box under seat; wood dash.

WHEELS—Sarven patent, 46 inches high, $\frac{7}{8}$ -inch with $1\frac{1}{4}$ -inch round edge steel tires. Wheels are made of carefully selected split hickory, fully guaranteed.

AXLES—1-inch double collar, best quality refined steel.

SPRINGS—Four-leaf, oil-tempered, easy riding.

SHAFTS—Best quality split hickory, trimmed and strongly ironed.

PAINTING—Body, black; gear, rich carmine red.

TRIMMING—Imitation leather on cushion and lazyback.

TRACK—4 feet 8 inches or 5 feet 2 inches. Be sure to specify track wanted.

WEIGHT—Approximate shipping weight, 175 pounds.

If not, no matter where you live we can give you the names of customers who have purchased harness or vehicles from us living near you. We want you to get other evidence besides our catalogue statements concerning the superiority of our goods. The man best qualified to express his opinion about them is the one who has paid his good hard earned money for them and tested them out under all conditions. His experience is worth something to you. He wouldn't recommend our goods unless he could conscientiously do so. We receive thousands of voluntary testimonials every year concerning the quality of our harness. Our customers are always well pleased. You should profit by the experiences of other. If you wrote your name on the bottom of a testimonial letter to us, you would do so only because you felt sure that you had been rightly treated and that our promises to you were fulfilled. If we have succeeded in pleasing, without exception, every customer who has bought harness from us, it is only reasonable to suppose that your case will be no exception. We want your order because we know we can give you more value than you can get elsewhere.

Mr. Adam Breitenbach, Jr., North Tonawanda, N. Y.—Bought No. 12165.

"Harness bought of you last summer one of the nicest I have ever seen. Couldn't buy it here for one-third more."

Mr. A. H. Bieman, Moscow, Ohio.—Bought No. 12139.

"The harness purchased of you last spring I am well pleased with. They have given me entire satisfaction."

Mr. Joseph Gayman, Scenery Hill, Pa.—Bought No. 12139.

"I wouldn't trade the harness bought of you for any \$16.00 set sold in this part of the country. Refer anyone to me wanting to know about the quality of your harness."

Mr. Chas. Finn, Augusta, N. Y.—Bought No. 12163.

"We are very well pleased with the single and also double combination harness."

Mr. Robt. T. Kelly, Bedford, Ohio.—Bought No. 12116.

"Harness is very satisfactory. Double set of harness received by my brother cannot be bought here for what you ask for it."

Mr. E. H. White, Osage, Iowa.—Bought No. 12139.

"Harness has been in constant use in Livery for over one year, and has given entire satisfaction. I saved money buying of you. Use this if you wish."

Mr. Chas. F. Wickham, Belmore, Ohio.—Bought No. 12151.

"Everybody admires my harness very much. I saved at least \$6.00. You have my permission to use this letter with my signature."

Mr. Geo. Seamans, Perrys Mills, N. Y.—Bought No. 12150.

"I found the harness to be O. K. Couldn't be bought here for less than \$22.00. They are in use every day and wear well."

Mr. William Holmes, Tylis, Ill.—Bought No. 12139.

"Harness was really more than I expected. They are right up to the minute in style. I saved \$4.00 or \$5.00 in the cost."

Mr. J. A. Devore, Guernsey, Ohio.—Bought No. 12139.

"Harness is well proportioned and wears like iron. I saved \$7.00 by buying of you. Use this letter if you wish."

Mr. Newton Bright, Eminence, Ky.—Bought No. 12118.

"The harness bought of you in 1910 is the second set I have used of your make. I was well pleased with both. They are strong and durable and well proportioned. I saved \$5.00 on each set."

Mr. L. Judson Grant, Wapping, Conn.—Bought No. 12151.

"The carriage harness bought last year I have used almost constantly. It has been used by school children nearly every

day. The care of it has been neglected, but it is wearing well and retains its looks better than I expected. The metal loops are a great advantage in a harness."

Mr. Leon E. Worthley, Frye, Maine.—Bought No. 12139.

"I am well pleased. The equal of this harness from our local harnessmaker would cost \$10.00 more."

Mr. Stephen Cook, West Grove, Pa.—Bought No. 12139.

"Harness is all I could expect it to be—satisfactory in every particular and well worth the money."

Mr. Oliver H. Renninger, Honey Brook, Pa.—Bought No. 12139.

"Am perfectly satisfied with the harness. Used it continuously since I purchased it. Not a break in the straps. I saved one-third of the cost."

Mr. Peter Simpson, Melrose, Wis.—Bought No. 12166.

"Found the harness better than I expected for the money. It is made of good material and I saved \$8.00."

Mr. W. C. Hatch, Beaver Dam, Va.—Bought No. 12166.

"It is a good harness for the money. Rain does not stiffen it. I like it very much."

Mr. Frank D. Bentzel, Dover, Pa.—Bought No. 12150.

"I was thoroughly satisfied with the harness you sold me last year. It never cost me a cent for repairs. If I blacken it up it looks as good as the day I got it. I saved money buying of you. I bought it for style and not for price."

Mr. M. B. Darman, Mill Hall, Pa.—Bought No. 12141.

"The harness I bought of you look well and wear well."

Mr. D. C. Webb, Eyola, Minn.—Bought No. 12151.

"The harness I bought of you for \$16.50 I couldn't buy at our home harness shops for less than \$25.00. It is satisfactory in proportions and wearing qualities."

Mr. M. L. Barker, Stoneville, N. C.—Bought No. 12150.

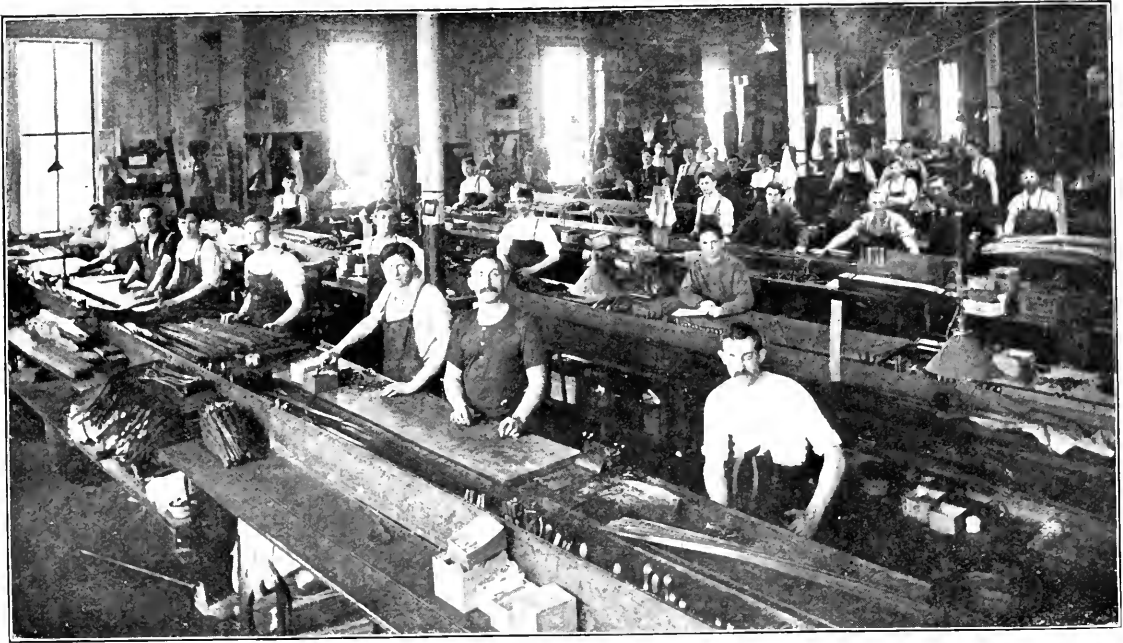
"The harness I purchased of you is in every way satisfactory and up to recommendation. Have used it continually and it shows no sign of weakness."

Mr. C. L. Ferguson, Jamestown, Ind.—Bought No. 12139.

"We saved 20 per cent on the harness bought of you last year. The style is up to any we can find."

Mr. Paul A. Hespel, Schnylerville, N. Y.—Bought No. 12139.

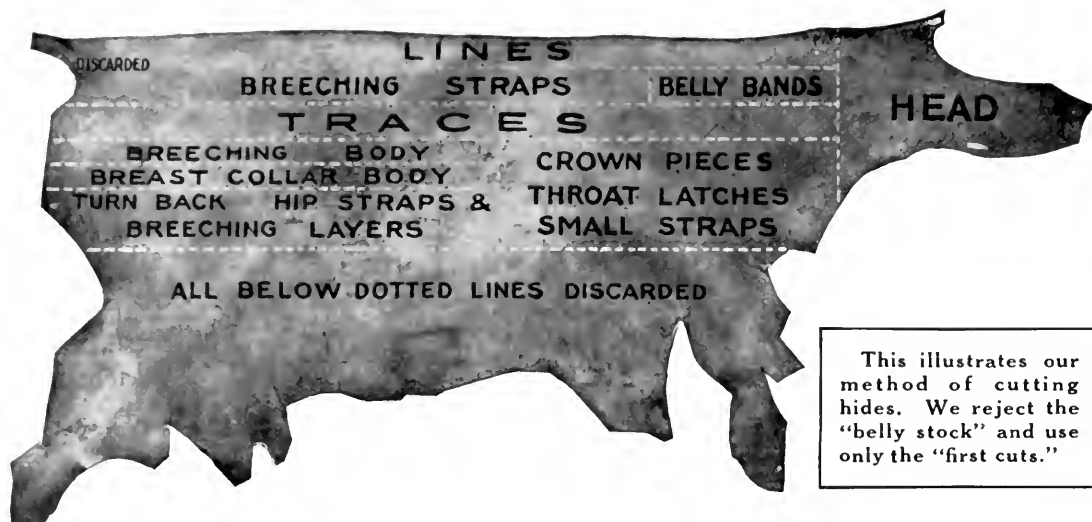
"Am more than pleased with the harness, and I find it as you advertise, that I cannot find a weak spot from bit to crupper, even today. The total cost with the expressage is \$14.00. Harness of the same style costs \$18.50 here. I saved money and obtained just what I wanted. You may publish this testimonial."



A FEW OF OUR SKILLED HARNESS MAKERS

That our harness prices are far lower than have ever before been quoted by any manufacturer, jobber or dealer is an admitted fact. When compared side by side with other harness, and our price made known, we practically have no competitors. Manufacturers and dealers have told us that we were foolish not to get more profit out of our goods—that they were worth it—but our business is founded on the **SCIENCE OF SERVICE** and we prefer to conduct our business along lines that mean the greatest benefit to the greatest number of people. It is a well-known fact that in these progressive times no business concern can prosper unless they render service to their customers that is entirely satisfactory. We are in business to make money. We claim no philanthropic motives whatever in quoting the low prices that we do. There is a good, common sense reason for it that will appeal to the man of common sense judgment.

The greater the saving we effect for our customers, the more money they make in buying from us instead of elsewhere, and the better pleased they are with their purchases, the more they will advertise us; the more voluntary and favorable advertising we get the more harness we sell; the more harness we sell, the more we make; the more harness we make, the cheaper we can buy our raw materials. It is an endless chain—the better we serve our customers the more business we do. Consequently, our net profits at the end of the year are greater. Our interests are mutual. We sell more harness than any other concern in the business. Price makes the volume for us. The volume makes the low price possible. We can sell you harness cheaper than a dealer can buy it from the manufacturers, because he cannot buy enough to enable the manufacturer getting the price down. We repeat, that the reason for our low price is the **SCIENCE OF SERVICE**. Result—The more we save our customers, and the better we serve them, the more we benefit ourselves.



This illustrates our method of cutting hides. We reject the "belly stock" and use only the "first cuts."

We use exclusively Oak Tanned "Packers" steer hide, taken from the cattle that have been shipped to the packing houses at Chicago, for slaughter. Such cattle have attained full growth and their hides are firm and tough. We use no chemically tanned leather. "Hemlock" tanned or "chemically" tanned hides produce cheap leather. Such leather can hardly be told in appearance from the oak tanned, but it is far inferior in wearing qualities. It cracks, peels and breaks very easily, as the fibres in it have been rotted in hasty "chemically tanning."

Boys and women, as employed by some harness manufacturers, produce cheap harness, but not good harness. We employ none but skilled mechanics, and we find it economical to do so. Our factory system is conducive to the highest grade of workmanship. Every man is a specialist in his particular line. He has a model to go by, and his finished product must positively come up to the inspector's model. Our workmen are surrounded with every possible working facility for the production of the highest grade of harness.

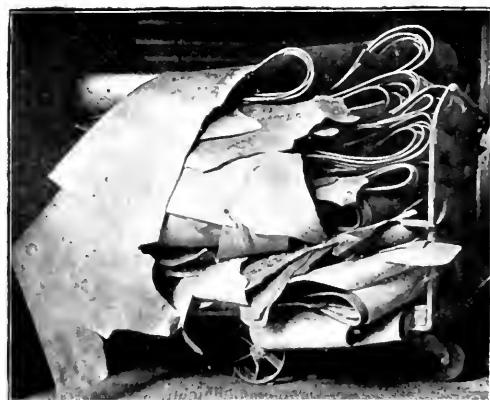
They are provided with massive Campbell-Bosworth Lock-Stitching Machines, the work of which has long since proven far superior to hand stitching, for no man, no matter how skillful, can sew, for instance, a set of traces, as firmly or as evenly. In sewing with this machine we use nothing but Barbour's finest grade of linen thread, except where we use silk thread. You will find no cotton thread in our harness to rot and rip.

The highly pleasing high-grade appearance of our harness is materially due to the fact that it is properly proportioned and well balanced. It is not clumsy in certain parts and small in others, but each part bears a relative proportion to the other parts, as in proportion to the strain it must sustain. Some harness producers make up in quantity what the parts lack in quality.

No matter what the workmanship on a harness may be, or what grade of material is used, it cannot be pleasing to the eye unless it has that finished appearance which is indicative in itself of high grade harness. In dressing our harness and polishing it, we do not dip it in vats and then let it dry, but each strap is blacked with a brush and rubbed to a high polish, working the blacking into the grain in such a way that it will not rub off.

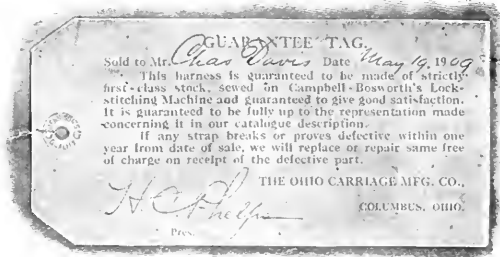
The mountings are not only neat in appearance, but are thoroughly durable. We use nickel on composition or solid nickel mountings and not the cheap "nickel washed" mountings which will rub and scrape off.

We use only the selected parts of the hide as indicated in illustration at top of this page. The discarded parts are called "belly stock." It doesn't make good harness because it is usually thin and full of "cuts and grubs," and other imperfections. As a rule it is spongy and flanky, and will pull out of shape easily. We could not afford to use it in our high grade harness. The demand, however, for belly stock exceeds the supply, and we are always able to sell it to other harness concerns who make the so-called "cheap" harness sold by catalogue houses. Most manufacturers use the entire hide, and don't sell the belly stock.



Shipment of Rejected Belly Stock from our Factory.

Our first agreement is to absolutely guarantee to save you money. We positively agree to send you harness that will thoroughly please and satisfy you. If we fail to do so, which is most unlikely, then we take the harness back at our expense for freight both ways and refund every cent of your money immediately. No matter whether you find the harness up to our claims or not, if it don't suit you, your privilege is to return it. The only condition we impose is that you do not use it and soil it. Make any comparison you care to, any reasonable test you want to, then if you decide to keep it our "Guarantee Tag" is your future protection and assurance of durability. Isn't our agreement a fair one?



Every Set Guaranteed This Way.

If your horse weighs over 1250 pounds, because it takes longer strap work throughout, the harness will have to be made larger and it will cost you \$1.00 extra on single sets, and \$2.00 extra on double sets. All our harness is made adjustable to fit horses weighing from 800 pounds to 1250 pounds.

The prices quoted in our catalogue are positively our very lowest. We have but one price to everybody, no matter how many sets are wanted. Our only terms are Cash-with-Order, unless you are ordering a vehicle at the same time, which you are ordering on our Cash-on-Deposit plan, in which case you can also deposit the price of the harness. We positively will not ship harness Collect on Delivery, as our profit is too small to pay collection charges.

The freight is insignificant when you consider the saving that we effect for you. To points East of the Mississippi and North of the Ohio River, the freightage is between 25 and 50 cents. To Southern States, it is from 75 cents to \$1.25; to the far West, from \$1.50 to \$2.50. The freight on three sets of single harness or two sets of double harness is no more than on one set, as the railway companies make a minimum charge for 100 pounds. While one set would not weigh 100 pounds, you would be charged for 100 pounds just the same. If, however, a vehicle is ordered at the same time, the harness is packed in the vehicle shipment and you only pay freight on the actual weight of the harness. If you order a set of harness without a vehicle, try to interest some friends to order with you to save freight, as the freight on two or three sets will be no more than on one set.

We prefer to furnish our harness just as we illustrate and describe it, with such changes as are provided for in the descriptions. We make it up as our experience has taught us is the correct way. We are not, however, arbitrary as to making changes and will do so, making no charge except where the change is one that affects the cost of making the harness. On any harness you have the option, without extra charge, of open or blind bridle, sliding or Griffith style belly band, overcheck or side rein. For buckled crupper add 25 cents extra on single harness, 50 cents on double harness. Handholds in lines 75 cents. Padded lines, \$1.00 extra. If there are any other changes you want made, write us plainly just how you want the harness changed, and we will tell you what it will cost you.

Our prices do not include hitch reins. They were not figured in the cost of our harness. There is a great difference of opinion as to what is the most suitable size and kind, and as it is a matter of opinion, and should depend on the horse to be hitched, we prefer to sell you, at actual cost to us, exactly the strap or rein you think you need, as follows:

HITCH REINS.		NECK TIE STRAPS.	
¾-inch.....	20 cents	1 -inch by 1 -inch.....	\$0.90
¾-inch.....	30 cents	1½-inch by 1½-inch.....	1.00
¾-inch.....	40 cents	1¼-inch by 1¼-inch.....	1.25
1-inch.....	50 cents	1½-inch by 1¼-inch.....	1.50

Use our order blank. Order by number and page. If you order collar and hames harness, we can't fill your order unless you tell us what size collar you want. You must also tell us the size of your horse. Read above explanation about size of horse.



20-Inch Collar.

**Our
"Big
Six"
Leaders**

No. 12139	Single Buggy Harness.....	Page 139
No. 12141	Single Buggy Harness.....	" 141
No. 12151	Single Buggy Harness.....	" 151
No. 12159	Single Surrey Harness.....	" 159
No. 12163	Double Harness.....	" 163
No. 12165	Combination Harness.....	" 165

WE are certain that the harness you really need is in the above list. Look them over. We recommend that you order one of these sets, not because it would afford us a larger profit than if you selected some other style—for it certainly wouldn't—but because you will be getting nearer one hundred cents in actual harness value for every dollar you pay us than any manufacturer, dealer, jobber or small harness maker could possibly offer you.

The well posted harness user will need no urging to buy one of these sets after he has read the full description and examined the illustrations closely, which we guarantee to be exact. If you are not well posted, accept our advice, order one of these sets, let some thoroughly experienced harness-maker examine it—it will speak for itself, and if you cannot say that it is the best harness you ever saw for the money—send it back. There won't be any questioning or quibbling. We will refund your money instantly.

The very best proof that we can offer you, aside from thousands of testimonials that we have received (like those we print on page 130) from customers who are using "Big Sixes," is that scores of dealers and jobbers throughout the United States are offering us orders for quantity lots at the same

prices we sell them to you direct for one set. When retail dealers, who are our keenest competitors for your trade, admit that they cannot buy harness at lower prices than you can; and when you know that the dealer must make a profit on his sales, which is from \$5.00 to \$20.00, according to the harness, isn't it the strongest argument that you should buy from us direct and save the dealer's profit?

Our capacity—large as it is—is not large enough to permit of our accepting orders that are offered us for quantity lots by dealers and jobbers in addition to our regular business with consumers direct. We are not selling to dealers. **OUR BIG SIXES CANNOT BE PURCHASED THROUGH DEALERS. DON'T ALLOW ANY DEALER TO MIS-LEAD YOU AND OFFER YOU A CHEAP SUBSTITUTE.**

In giving especial prominence to these six sets of harness, it is not our intention of "hurrahing" anybody into buying them. If you were here to make your selection, the mere statement of what the price is, and the laying before you of the harness for your own examination would be all the selling argument required.

It is only reasonable for anyone who is interested to ask that we state a good reason why we can afford to quote lower prices than other manufacturers on this sort of harness. We do not claim to be the only concern in the country making good harness. We freely admit that other harness manufacturers, and even retail dealers can quote you prices that will be about the same as our price, but the remarkable thing about this harness is that it is so far superior to other manufacturers' harness at the same price, when the question of quality, workmanship and style is considered. Other

manufacturers can offer you harness of about the same price, but you would find a vast difference in the quality.

There are three things that will govern any manufacturer's ability to undersell his competitors.

1st. A large demand.

2nd. Superior manufacturing facilities.

3rd. Capital that will enable his buying for spot cash, and in such quantities that his first cost will be lower than his competitors.

We have already created the demand, which is increasing to a point that will this year necessitate our enlarging our plant.

We have the skilled labor which the size of our business enables our employing the year around.

We have the capital to buy for cash—because we do no credit business and sell for spot cash.

Were it not for the fact that we sell two sets of harness where the average manufacturer only sells one, our price on these "Big Six" Leaders would be utterly impossible.

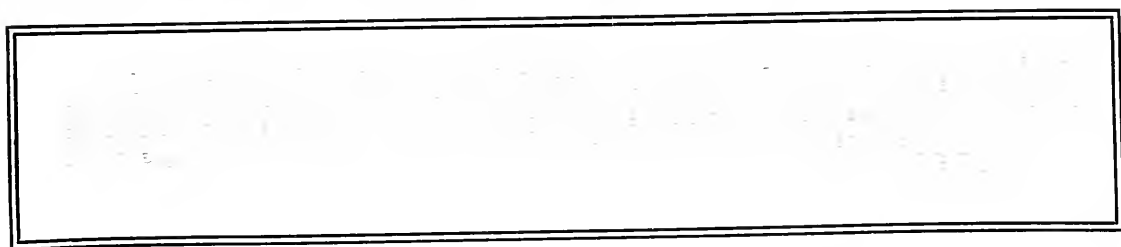
Our profit is made by doing a big volume of business, and therefore we can afford to quote extremely close prices and take a very small profit on each set.

They said it would be impossible for us to continue to sell these harness at the price that we were quoting, but they did not count on the fact that every set of harness we sold would be the direct means of selling another set for us. We figured it that way in arriving at our decision to quote these prices, and our business judgment proved good. Our

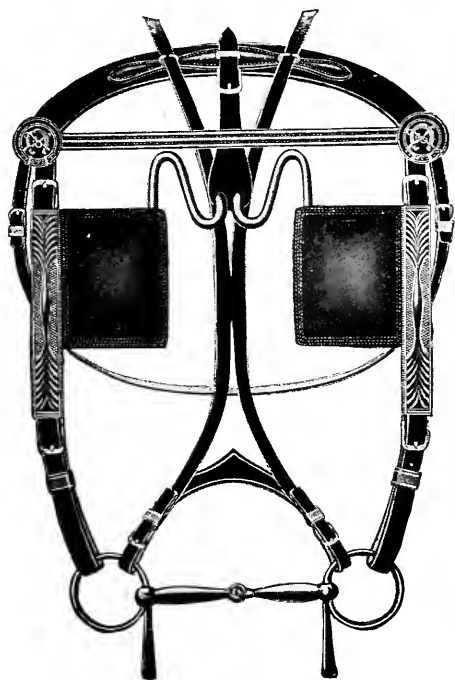
harness business has now grown to that point where we can sell a set of harness direct to a consumer at a price that is in most cases less than what it would cost a small harness-maker to produce it—a price lower than the first cost to a dealer.



Here's My Personal Agreement With You.



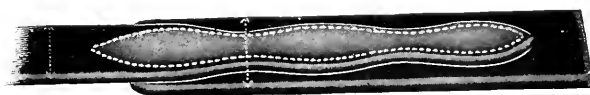
Note the Superior Construction Throughout!



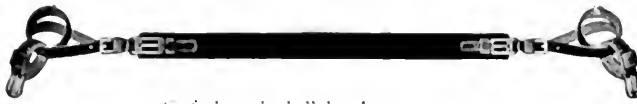
Showing style and front view of bridle.



Patent lever latch fastener. Very secure. Quickly and easily operated. No straps to buckle or unbuckle in adjusting collars.



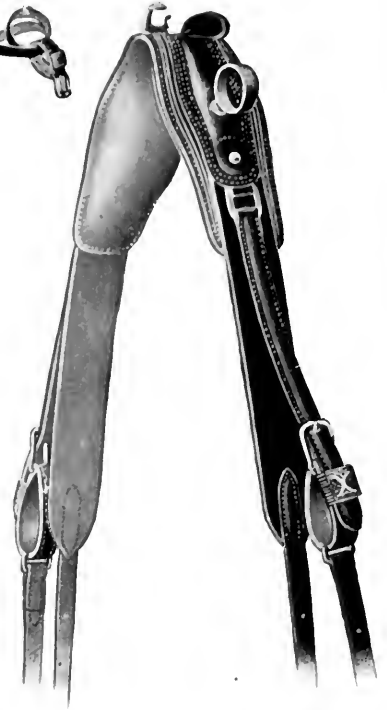
Showing heavy hand part of the lines with raised lap and lock-stitch sewing. $\frac{7}{8}$ -inch fore parts, $1\frac{1}{8}$ -inch hand parts.



Griffith style bellyband.

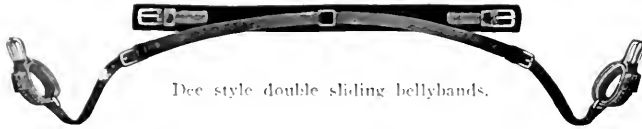


This illustrates the flexibility of our saddle and shows how it conforms to the back of any size horse.



This illustrates the general style of our handsome saddle, regularly furnished.

Showing spring
billet end of line.



Dee style double sliding bellybands.



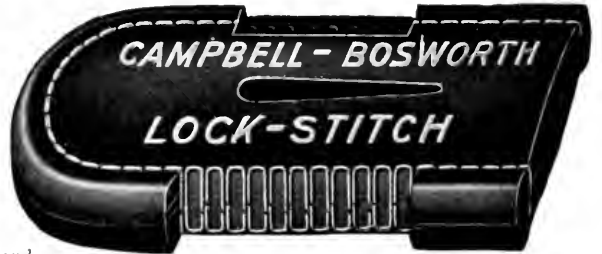
Wide V shaped humane breast collar with fancy raised layers.



Style "B" collar and hame attachment.



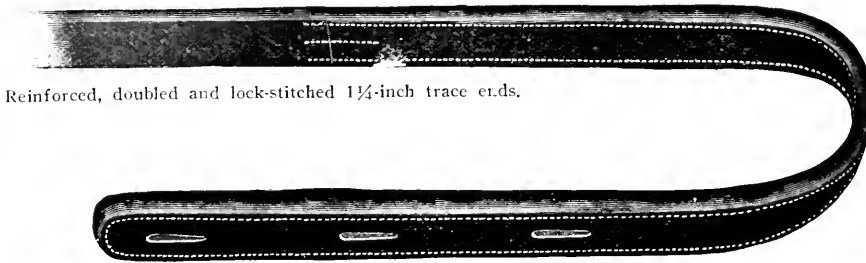
This fancy style ivoryette rosette is supplied on this and all our "BIG SIX" LEADERS. At an extra charge, which we'll be quoted on request, we are prepared to supply emblematic rosettes for all secret orders, such as Masonic, Odd Fellows, Woodmen, K. of P., etc. Glass initial rosettes, 10 cents extra.



Section of Campbell-Bosworth lock-stitched trace. This lock-stitching is used throughout on this harness, and a guarantee that the stitches will not rip is given for the life of the harness.



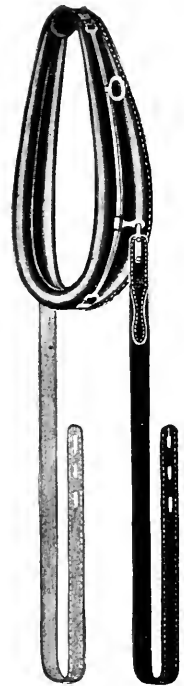
This illustrates our heavy overcheck with doubled and stitched end piece.



Reinforced, doubled and lock-stitched 1 1/4-inch trace ends.



This illustrates our breeching. Note the three-ring stays with box loops and handsome raised layers. Special attention is called to the extended breeching ends forming safes under breeching ring.



Style "A" collar and hames. Traces at hame ends are arranged with nickel plated outside clip with patent leather layer.

BRIDLES—5/8-inch, blind, overcheck. Made of our finest stock throughout, all round edge finished, with all small laps hand stitched. Round winker stays. Three rows stitched patent leather blinds. Hand raised degreased leather box loops. Harness leather beveled nose piece. Fine patent leather silk stitched front. Patent metal overcheck loops. Overchecks are extra heavy with doubled and stitched ends. Handsome rosettes. Straight bit. Jointed if preferred. Open bridle of same quality, no extra charge, or round side rein, no extra.

LINES—Black 7/8-inch fore parts, 1 1/4-inch hand parts. 13 1/2 feet long, with steel spring billet ends. Round edge throughout. Center lap is long and scalloped, firmly sewed with linen thread. The line stock used is guaranteed "first cut." You can feel safe with these lines.

BREAST COLLAR—Full 3-inch single strap, cut V shaped to prevent choking. Selected heavy stock is used and finished round edge. Neck strap is 1 1/4-inch single strap tapered and attached to box loop tugs. Trace layers on breast collars are long and scalloped and raised.

TRACES—1 1/4-inch single strap. 7 feet 6 inches long from center of breast collar. Reinforced trace ends are doubled and lock-stitched making them doubly strong where strain and wear are greatest. The trace stock is our finest leather and will pull a ton. Sewed to breast collar regularly. Buckled traces, 60 cents extra.

BELLYBANDS—Single strap double sliding; inside part 1 1/4-inch, outside part 7/8-inch. Griffith style if preferred, no extra charge.

SHAFT TUGS—1-inch solid leather doubled and lock-stitched, 1 1/2-inch degreased box loops and swinging dees, with 7/8-inch billets.

SADDLES—Our patent flexible pattern. Made full 3-inch with single strap skirts, patent leather housings measuring full 4-inch, three rows stitched patent leather jockeys and pug seat. Back bands full 1-inch with swinging bearers. Pads stuffed with French goat hair and have *Genuine Enamel Leather Bottoms*. These are the finest and most durable flexible saddles made and will comfortably conform to any horse. They are ventilated which prevents sore and chafed backs. Don't accept an imitation in the shape of one of the many so-called flexible saddles offered, but remember this patent flexible saddle with Mosher's patent saddle-tree can only be purchased through us. This saddle is guaranteed positively against breakage.

BREECHING—Full 1 3/4-inch single strap with breeching butts extended to form "safes" under rings. Long wide raised and scalloped layers on breeching body. 7/8-inch breeching straps made of heavy selected stock with 6-inch lap at buckles. Turnback is cut 1 1/4-inch and died out to 3/4-inch, reversed, hand raised, scalloped and stitched. Hip straps are 3/4-inch. Large flaxseed crupper sewed on. Buckle crupper, 25 cents extra. This breeching is made full box loop with three-ring doubled and stitched stays. You can stop short from a fast trot and not rip or burst this breeching.

TRIMMINGS—Davis rubber throughout of handsome pattern. Will furnish genuine "nickel on composition" mountings without extra charge. Special attention is directed to the fact that on this harness where nickel mountings are ordered we furnish genuine "nickel on composition," not simply nickel plating on iron, which will rust off in a very short time, giving a very ugly appearance to the harness. 5-piece brass saddle trimming, no extra charge. 5-piece gold saddle trimming, \$1.00. Full genuine rubber trimming throughout, \$3.00 extra.

When this harness is furnished with collar and hames, we give a choice of the following:

Style "A" regular single strap 1 1/4-inch traces with reinforced ends attached directly to the hames with patent leather ends.

Style "B" traces attached to hame tugs with 4 1/4-inch box loops with patent leather ends. Outside nickel or brass clips riveted on. See illustration of this very handsome and strong hame tug. The box loop on hame tug is made of degreased stock and will hold its shape.

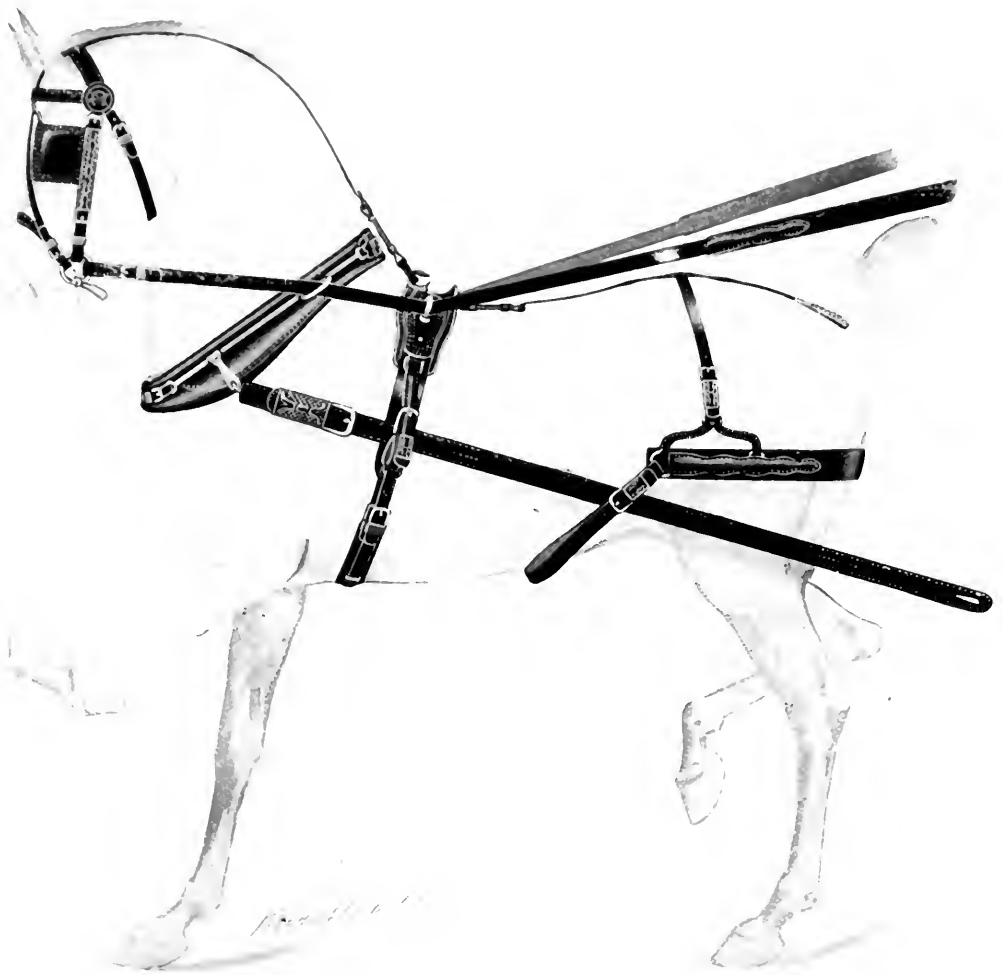
COLLARS—Full kip buggy, solid rim collars reinforced at point where hame draught comes. Collar is equipped with Marshall's patent lever latch fastener. No buckles or straps to worry you in cold and wet weather. We want to emphasize that these are not cheap split-leather or hog-skin collars, but are fine kip collars.

HAMES—Full 3 1/2-pound, japanned, with nickel or Davis rubber terrets.

SPECIAL NOTE—Style No. 12139 can be ordered as a combination collar and hames, or breast collar harness by ordering an extra breast collar, in which case a charge of \$2.25 extra will be made for the extra breast collar, above the collar and hames price.

One set of traces will be furnished, arranged to buckle to the hame tugs or onto breast collar.

EXTRAS AND CHANGES—For horses weighing over 1,250 pounds, add \$1.00; forked hip straps, 50 cents; forked neck straps with ring, \$1.00. For other changes see page 133.

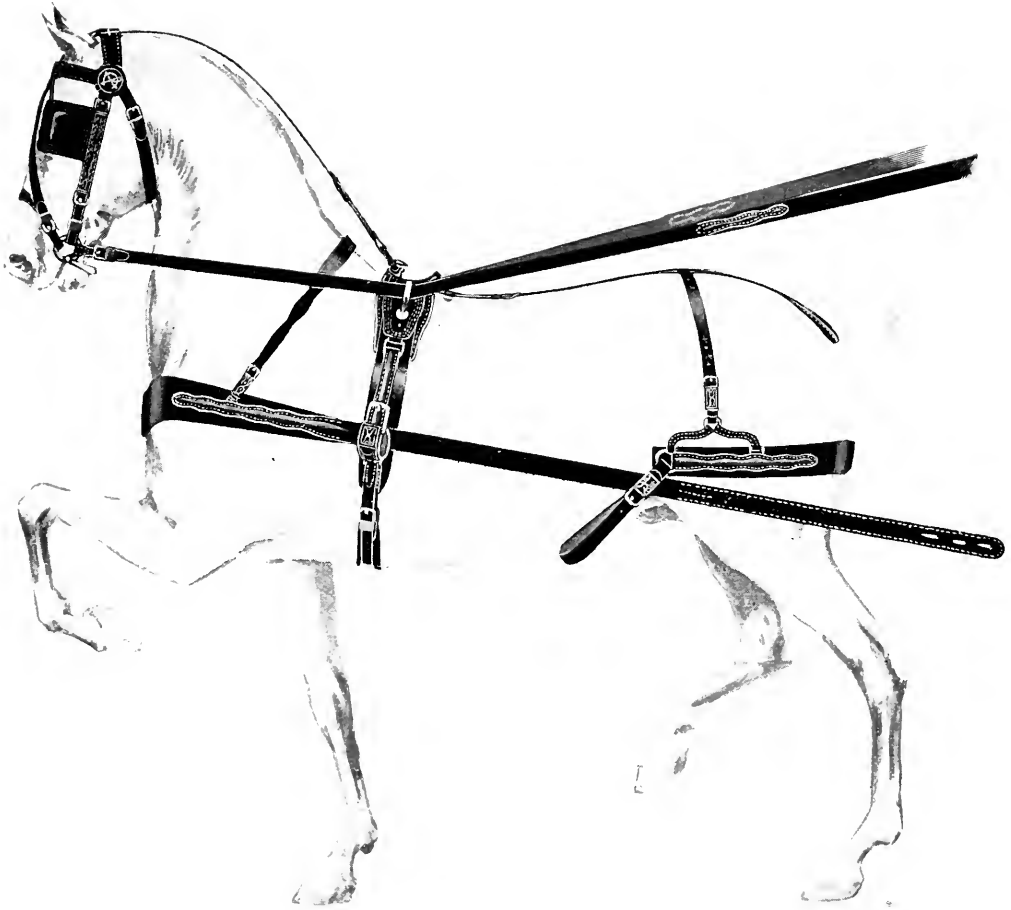


No. 12139 "Big Six" Leader Buggy, Runabout or Surrey Harness

PRICE

1. Oak tanned leather.
2. "Top cut" leather (not "belly stock").
3. Symmetrical proportions.
4. Full length straps—not skimpy; thick straps—not thin.
5. Round edge finish throughout.
6. Durable mountings.
7. Highly "finished" leather with the blacking "worked" into the fibres to protect them and give high polish.
8. "Degreased" box loops that will hold their shape and not get flabby.
9. Lock-stitching throughout.
10. Linen thread stitches.
11. Silk stitched bridle fronts.
12. Three rows stitched patent leather blinds.
13. Solid sewed layer on crown piece.
14. Heavy overcheck with doubled and stitched ends.
15. Harness leather noseband.

READ COMPLETE DETAILED DESCRIPTION, PAGES 134 TO 137



No. 12139 "Big Six" Leader Buggy, Runabout or Surrey Harness

PRICE

16. Very handsome pattern "whip and horseshoe" rosettes.
17. "Wide and thick" lines with spring billet ends.
18. Wide curved breast collar, with raised, scalloped layers.
19. "Wide and thick" traces.
20. Reinforced, doubled and stitched trace ends.
21. "Wide and thick" breeching.
22. Three ring breeching stays
23. Reinforced breeching stays.
24. Breeching extended under breech ring to form safe.
25. Flexible humane saddle extra wide.
26. Hair-stuffed saddle pad.
27. Patent leather housings on saddle.
28. Flaxseed-stuffed crupper.
29. Kip collar with patent "lever latch" fastener.
30. Very LOW PRICE AND STRONG GUARANTEE.

READ COMPLETE DETAILED DESCRIPTION, PAGES 134 TO 137

Order this harness on approval, then ask your retail harness dealer to let you compare this harness side-by-side, and strap-for-strap with any single folded harness in his shop which he sells for as much as \$10.00 above our price.

First, compare bridles: (see illustration, page 135) is your dealer's bridle hand sewed? Has it a solid layer on crown piece? Are all laps hand stitched? Is his overdraw check and end piece strong, heavy, firm stock? Does it compare in appearance with ours?

Now, the breast collar: Is his made strong like ours, with long scalloped 1-inch layers all around? Has it the same layer on breeching also? Does your dealer's harness have large degreased box loops, with patent leather ends for traces?

Look at our traces: (see illustration on page 163.) Are his traces genuine hand raised with round leather filler, doubled and lock-stitched?

Is your dealer's harness box loop throughout? Look at our box loop tugs!

Get the dealer to just try to show you that his saddle is the equal of ours. Now place the two sets of lines side-by-side: Are his lines $7\frac{1}{8}$ by $1\frac{1}{8}$ inches with spring billet ends? How do they compare? Feel the thickness of ours. Are his lines "top cut," firm, tough oak stock like ours, or cheap, flimsy "belly stock?" Which lines would you feel safest behind with a vicious horse? Don't take any chances on lines—get the best.

Examine the breeching of his harness and compare it with ours. Notice the width of them and the stock of the leather. The usual breeching on harness at this price is skimpy $1\frac{1}{2}$ -inch stock, with short one-inch straight layers. If your dealer will let you cut open the breeching fold, it is ten chances to one that you will find it stuffed with paper in the folds to fill them up and give them a heavy appearance. You will not find any such deception practiced in our harness.

Compare the hold back straps and see if his are up to ours in size and quality. Buggies have been wrecked because of poor hold back straps.

There is another thing that we do not want you to overlook. Compare the mountings and notice there is not a single hook, terret, bit or buckle, or any other part made of cheap X. C. or iron janned. You will find them all to be Davis rubber, or nickel on composition or brass. This makes a big difference in the cost of mounting the harness.

FINALLY, if both sets of harness are of the same width, same proportion of straps, and same length, put the two sets on the scales and see which weighs the most. The weight of the strap work in a set of harness determines the quality of the leather. You will find ours are from one to two pounds heavier than cheap harness, which denotes thickness and firmness of stock.

BRIDLE— $5\frac{1}{4}$ -inch blind, overcheck (open bridle if preferred). For illustration and further description of bridle, see page 135.

LINE— $7\frac{1}{8}$ -inch fore parts, $1\frac{1}{8}$ -inch hand parts, spring billet ends, selected "first cut" stock throughout. For further description of lines, see page 136.

HAMES— $3\frac{1}{2}$ -pound janned, with nickel, brass or Davis rubber terrets.

HAME TUGS— $4\frac{1}{2}$ -inch box loop with handsome patent leather ends, outside plated clip riveted on. Box loop is made of degreased stock which insures its holding its shape. This is the most handsome and durable box loop hame tug made.

COLLAR—Full kip buggy solid rim, collars reinforced at point where hame draught comes. Collar is equipped with Marshall's patent lever latch fastener. No buckles or straps to worry you in cold and wet weather. We want to emphasize that these are not cheap split leather or hog skin collars, but are fine kip collars.

TRACES— $1\frac{1}{4}$ -inch heavy selected, doubled and stitched stock throughout, raised like illustration of trace on page 163. The traces are sewed with linen thread throughout and are the handsomest and strongest traces that can be produced.

SADDLE—Genuine flexible pattern with Mosher's patent spring steel tree. For full detail description of saddle see illustration and description on page 136.

BELLYBAND— $1\frac{3}{4}$ -inch folded, $7\frac{1}{8}$ -inch lay, one $7\frac{1}{8}$ -inch single strap bellyband looped to folded part with two soft loops. (Griffith style, if preferred, with $7\frac{1}{8}$ -inch wrap strap, no extra charge.)

SHAFT TUGS—Full 1-inch doubled and stitched, with $1\frac{1}{2}$ -inch degreased box loop, swinging dee, $7\frac{1}{8}$ -inch billet.

BREECHING—Full $1\frac{3}{4}$ -inch body with 1-inch raised scalloped layer all around. Forked hip straps with $2\frac{1}{2}$ -inch degreased and hand-sewed box loops on lead-ups. Hip straps are $5\frac{1}{2}$ -inch. Holdback straps are much longer than those usually furnished and are made full $7\frac{1}{8}$ -inch of selected heavy stock, with 6-inch lap at buckle and points stitched down. Turnback cut $1\frac{1}{8}$ -inch, died down to $3\frac{1}{2}$ inch, reversed, hand-raised, scalloped, doubled and stitched body. Flaxseed stuffed sewed crupper, regular. Buckled crupper, 25 cents extra.

TRIMMING—Davis rubber throughout. "Nickel on composition" mountings, if preferred, no extra charge. Genuine rubber mountings throughout, \$3.00 extra. Note that there are no cheap X C or black japan buckles on any part of this harness.

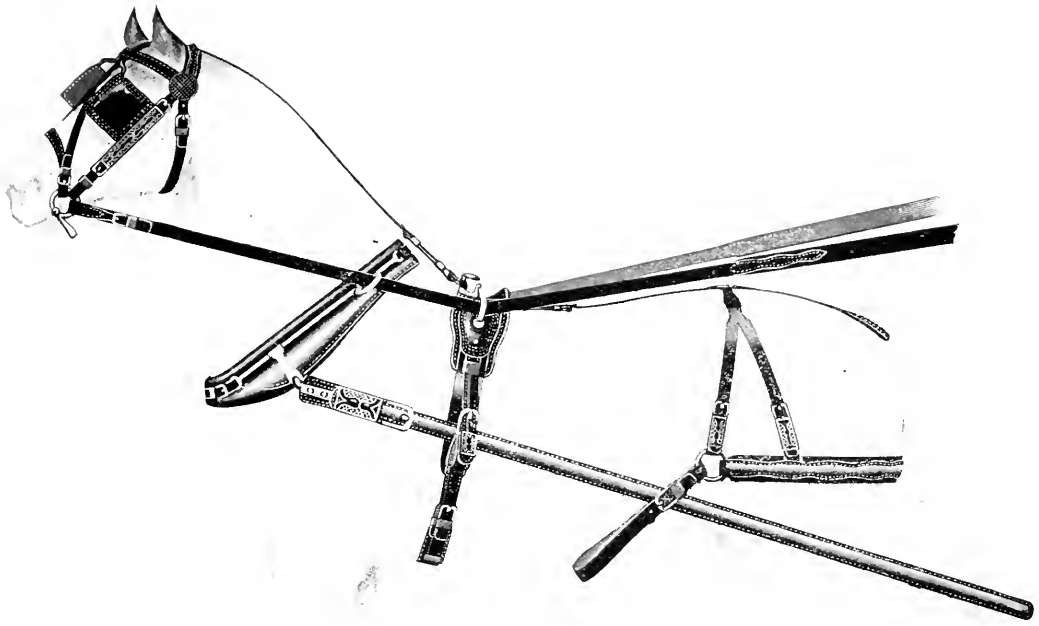
SPECIAL NOTE—This harness can be ordered as a combination, collar and hames or breast collar harness by ordering an extra breast collar, in which case a charge of \$2.25 above the collar and hames price will be made for extra breast collar. The traces will be arranged to buckle onto the hames tugs or onto the breast collar.

EXTRAS AND CHANGES—For horses weighing over 1,250 pounds, add \$1.00. For other changes see page 133.



When ordered as breast collar harness the style breast collar supplied is as per the illustration. It is made of selected stock, full two inches wide, with one-inch scalloped layer running full length of breast collar with $4\frac{1}{2}$ -inch box loops with safes under the buckles. The neck strap is full $1\frac{1}{4}$ inch with scalloped layer running full length and with doubled and stitched points.

See Explanations concerning this and our other "Big Six" Leaders on page 134.



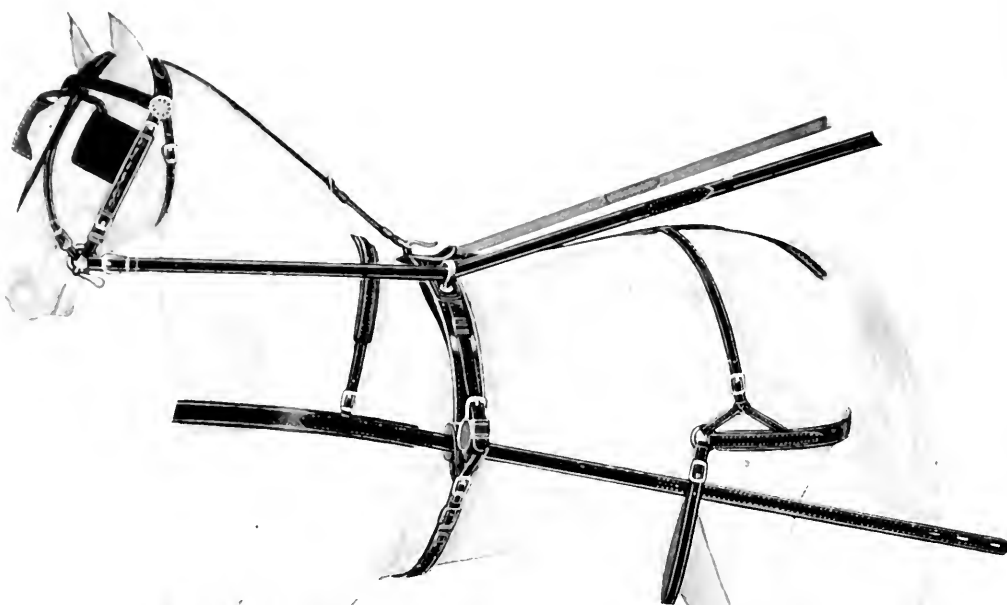
No. 12141 "Big Six" Folded Buggy Harness

Be sure to read page 134

PRICE

FULL DESCRIPTION ON OPPOSITE PAGE

We challenge any harness maker in the United States to produce the equal of this harness in material, workmanship, mountings and finish at our price. Make any comparison you care to.



No. 12142 Medium Grade Single Strap Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop cheeks, $1\frac{1}{8}$ -inch crown piece with layer on crown and our patent metal overcheck loops, overcheck or side rein, patent leather blinds with flat winker stay, patent leather brow band stitched in colored thread. We will furnish open bridle of the same quality, if preferred, without extra charge.

LINE— $\frac{7}{8}$ -inch, 13 feet long, creased edge, buckle ends.

BREAST COLLAR— $1\frac{1}{2}$ -inch creased edge, $1\frac{1}{8}$ -inch single strap creased edge traces attached. Breast collar measures 7 feet from the center to the ends of the traces. Heavy neck strap.

BELLYBANDS—Flat, 1-inch, single strap body, $\frac{3}{4}$ -inch wrap straps, Griffith pattern.

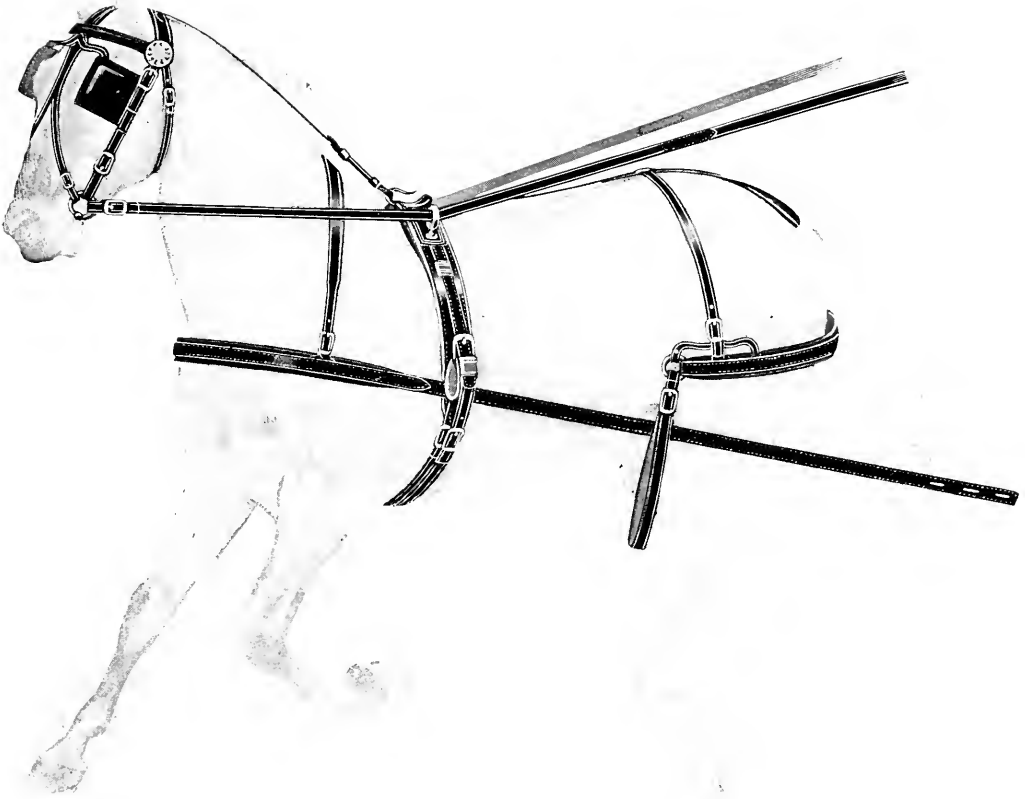
SADDLE— $2\frac{1}{2}$ -inch, iron jockey, enamel drill bottom, $\frac{7}{8}$ -inch doubled and stitched backbands, leather backband loops, $\frac{3}{4}$ -inch billets.

SHAFT TUGS— $\frac{7}{8}$ -inch, track pattern, center bar buckles.

BREECHING— $1\frac{1}{4}$ -inch body, single strap, two ring stays, $\frac{3}{4}$ -inch layer, $\frac{5}{8}$ -inch turnback, $\frac{5}{8}$ -inch hip straps, and $\frac{3}{4}$ -inch breeching straps. Creased edge throughout.

TRIMMING—Full black japan only.

While we consider it economy in the end to order a better harness (say our "Big Six Leader Single Strap") yet we have no hesitancy in recommending this style to those who find it necessary to buy a very low priced set. This harness will prove better than you ever before thought it possible to buy at our price. It is equal to what others charge \$3.00 more for. We sell it on approval and guarantee it. Don't confuse our low priced harness with those sold by catalogue supply houses—it's different and far better.



No. 12143 Medium Grade Folded Harness

PRICE

BRIDLE— $\frac{3}{8}$ -inch cheeks, flat side rein or overcheck, patent leather blinds. Open bridle of equal quality at same price.

LINES—Flat, black, leather, $\frac{3}{4}$ -inch, to buckle.

BREAST COLLAR—Folded, full length layer, with traces attached; double and stitched 1-inch trace.

TRIMMING—Black japan. No other style of trimming furnished.

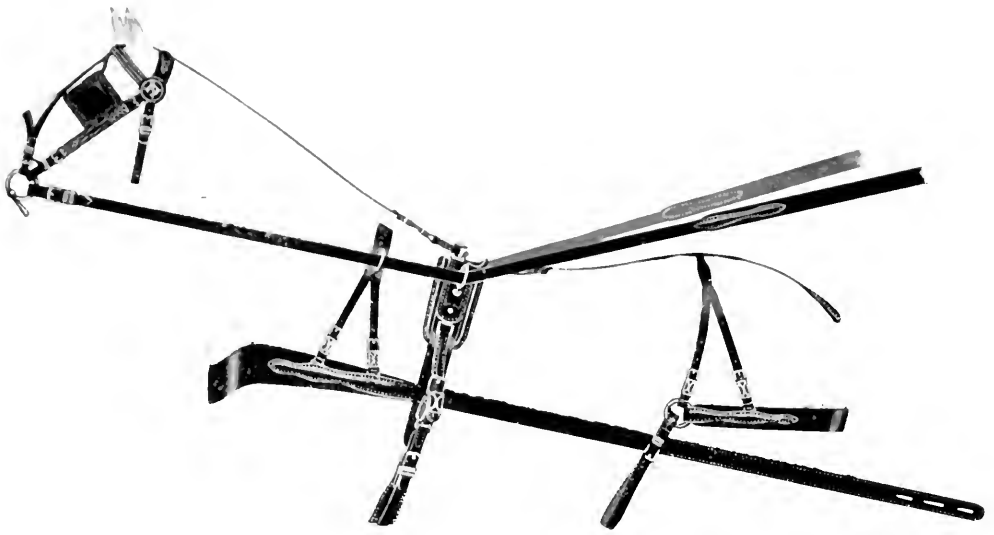
SADDLE— $2\frac{1}{2}$ -inch, iron jockey, enameled drill bottom.

SHAFT TUG— $\frac{7}{8}$ -inch, doubled and stitched; $\frac{3}{4}$ -inch billets.

BELLYBANDS—Flat, $\frac{3}{4}$ -inch.

BREECHING—Folded, full length layer, $\frac{5}{8}$ -inch hip strap, $\frac{3}{4}$ -inch breeching straps.

We offer this as a dependable cheap folded harness. If we did not know that it would give good service we could not afford to offer it for sale. It is plain but substantial and if you cannot afford a better set, like our "Big Six Leader Folded Harness," you are safe in expecting entire satisfaction in this one. Even on our very cheapest set we attach our Guarantee Tag and sell it on approval.



No. 12144 Single Strap Driving Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch; box loop cheeks. Patent leather, grain lined, three row stitched, blinds. Round winker stays. Strong, flat overcheck, with solid noseband. Patent leather front, fancy rosettes, tested half cheek, driving bit.

LINES— $\frac{7}{8}$ -inch foreparts, 1-inch hand parts. Steel spring billet ends. Our very best grade lines.

BREAST COLLAR— $2\frac{1}{2}$ -inch curved single strap with split neck straps with box loop tugs and line rings.

TRACES— $1\frac{1}{4}$ -inch, heavy single straps, with double and stitched reinforced ends and raised scalloped layers.

SADDLE—Straight pattern. Made on $2\frac{1}{2}$ -inch tree. Heavy

single strap skirts. Patent leather jockey. Double and stitched back hands.

BELLYBANDS—Double sliding flat single straps.

SHAFT TUGS—1-inch, doubled and stitched, box loop tugs.

BREECHING— $1\frac{1}{2}$ -inch, firm, single strap bodies, scalloped and raised layers. $\frac{5}{8}$ -inch split hip straps, with box loop tugs. Scalloped solid turnback, seed stuffed, sewed crupper. $\frac{3}{4}$ -inch hold back straps.

TRIMMINGS—Davis rubber throughout. Nickel, if preferred.

This is one of the most popular sets of buggy harness we make. We sell hundreds of sets each year and every purchaser is well pleased. The price, when quality is considered, is remarkably low. It is neat and very strong and, of course, we sell it on approval and fully guarantee it in every strap. Note the line rings on neck straps to prevent lines from becoming entangled on shaft tips.



No. 12145 Light Single Strap Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch. Box loop cheeks. Patent leather, grain lined, three row stitched, track style blinds. Heavy crown with sewed layer, patent leather fronts. Ivorette rosettes. Hand sewed winker stays. Degreased box loops. Large ring cheeks. Bridle is made round edge throughout of the finest oak leather.

LINE—All Russet, $\frac{7}{8}$ -inch foreparts. 1-inch hand parts. Steel spring billet ends. Scalloped points and round edge finish. Our best guaranteed lines.

BREAST COLLAR— $2\frac{1}{2}$ -inch single strap, curved pattern.

TRACES— $1\frac{1}{8}$ -inch single strap with doubled and stitched reinforced ends. Scalloped raised points on breast collar.

SHAFT TUGS—1-inch doubled and stitched, solid dees and degreased box loops, with sewed billets.

SADDLE— $2\frac{3}{4}$ -inch flexible treeless pattern. Brown full chrome leather bottom, doubled and stitched back bands, with strap and dees. Patent leather skirts and housings. A very strong and handsome saddle.

BELLYBANDS— $1\frac{1}{2}$ -inch body with $\frac{7}{8}$ -inch outside sliding loop.

BREECHING—Single strap body, three ring flat stitched stays, scalloped points and box loop tugs. Scalloped turnbacks, seed stuffed crupper sewed on. $\frac{3}{4}$ -inch hip straps. $\frac{3}{4}$ -inch holdbacks.

TRIMMINGS—Davis rubber throughout. Nickel, if preferred.

A fine, neat, but strong track or light driving harness, the saddle bottom being covered with a fine light brown chrome leather, soft as a kid glove, yet wears better than enamel leather, making this a beautiful harness of high value at a low price, suitable for a buggy or runabout. A very attractive set of harness fully guaranteed, and our price saves you \$5.00.



No. 12146 Two Minute "Matinee Track" Harness

PRICE

BRIDLE— $\frac{3}{4}$ -inch box loop checks, fine patent leather grain lined blinds, track style, solid crown with layer, patent leather fronts, ivoryette rosettes, round stitched winker stays and side reins or flat overcheck with solid moulded leather nosebands, all sewed leather loops, half-check tested driving bits.

LINES—Best quality harness leather fore parts, $\frac{7}{8}$ -inch wide with spring billet ends. 1-inch hand parts, black or russet leather.

SHAFTS TUGS—Doubled and stitched, with degreased box loops.

BELLYBANDS—Flat bodies, doubled and stitched, 1 $\frac{7}{8}$ inches wide, outside $\frac{7}{8}$ -inch looped on.

BREAST COLLAR—2 $\frac{1}{2}$ inches wide, made from heavy solid single strap harness leather, curved shape to prevent choking, round edge finish.

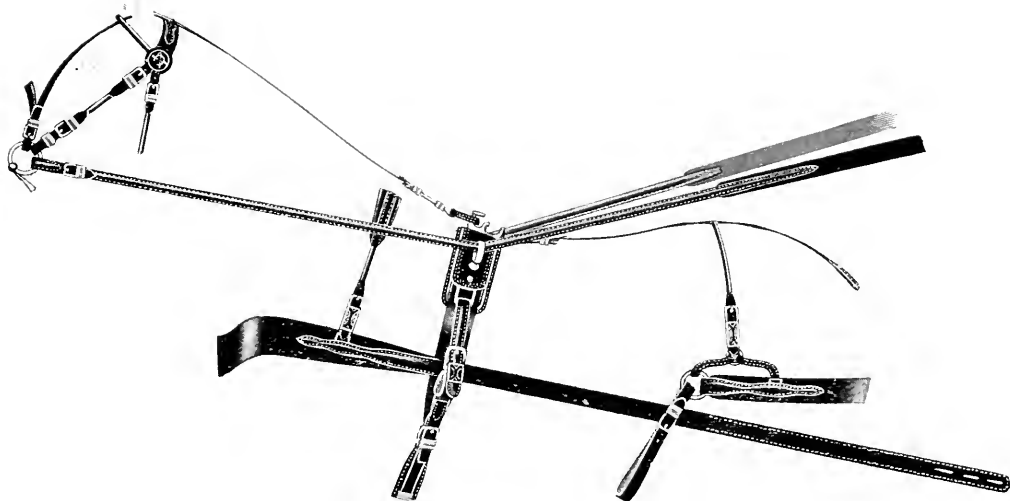
TRACES—1 $\frac{1}{8}$ inches wide, with scalloped and raised points where attached to breast collar, doubled and stitched at back end and reinforced.

SADDLE—Straight pattern, Blue Ribbon style, heavy patent leather skirts, patent leather jockey, with safe between terrets to reinforce the top, enamel leather, hair stuffed, full pad bottom, metal strap end dees, 1-inch doubled and stitched swinging bearers, $\frac{7}{8}$ -inch bellyband billets.

BREECHING—1 $\frac{1}{2}$ -inch flat, heavy harness leather body, scalloped and raised layer, solid scalloped turnback, seed stuffed dock attached, sewed $\frac{5}{8}$ -inch flat round edge hip strap, smooth and solid, $\frac{3}{4}$ -inch holdbacks with sewed loops, heavy substance solid stock, flat, doubled and stitched three ring stays, round edge finish.

TRIMMINGS—Imitation rubber, very handsome, neat pattern, saddle trimmed in brass; nickel mountings if preferred. Genuine rubber, \$3.50 extra.

This is one of the neatest and handsomest sets of harness we manufacture. It is made in a neat, yet strong proportion throughout, and is handsomely mounted and finished. It is suitable for track use and is a very desirable set to use for light driving purposes. Notice the handsome saddle, which is the genuine "Blue Ribbon" pattern. You would pay your local harness maker or dealer \$7.50 more for a harness of this style and quality and consider it cheap. Order a set on approval. We guarantee satisfaction and attach our Guarantee Tag to each set.



No. 12147 Round "Featherweight" Driving Harness

PRICE

BRIDLE—Open, round leather fronts, round throat latch, round leather sewed checks with buckle billet end, solid crown with neat scalloped layer stitched on, ivoryette rosettes, fancy pattern, solid three ring overcheck, with patent check holders, solid harness leather noseband, half cheek tested driving bit, fine, light and durable throughout.

LINE— $\frac{5}{8}$ -inch beaded foreparts, guaranteed round leather belting filled, with steel spring billet ends, making them very strong and durable, $1\frac{1}{8}$ -inch hand parts in russet leather.

SHAFT TUGS—Doubled and stitched, with degreased box loops and solid leather billets.

BELLYBANDS—Flat bodies, doubled and stitched, $1\frac{1}{8}$ inches wide, outside $\frac{7}{8}$ -inch looped on.

BREAST COLLAR— $2\frac{1}{2}$ inches wide, curved or V-shaped style, heavy single strap leather, round edge finish, with

neck straps, round and stitched centers, folded at top where they rest on horse's neck.

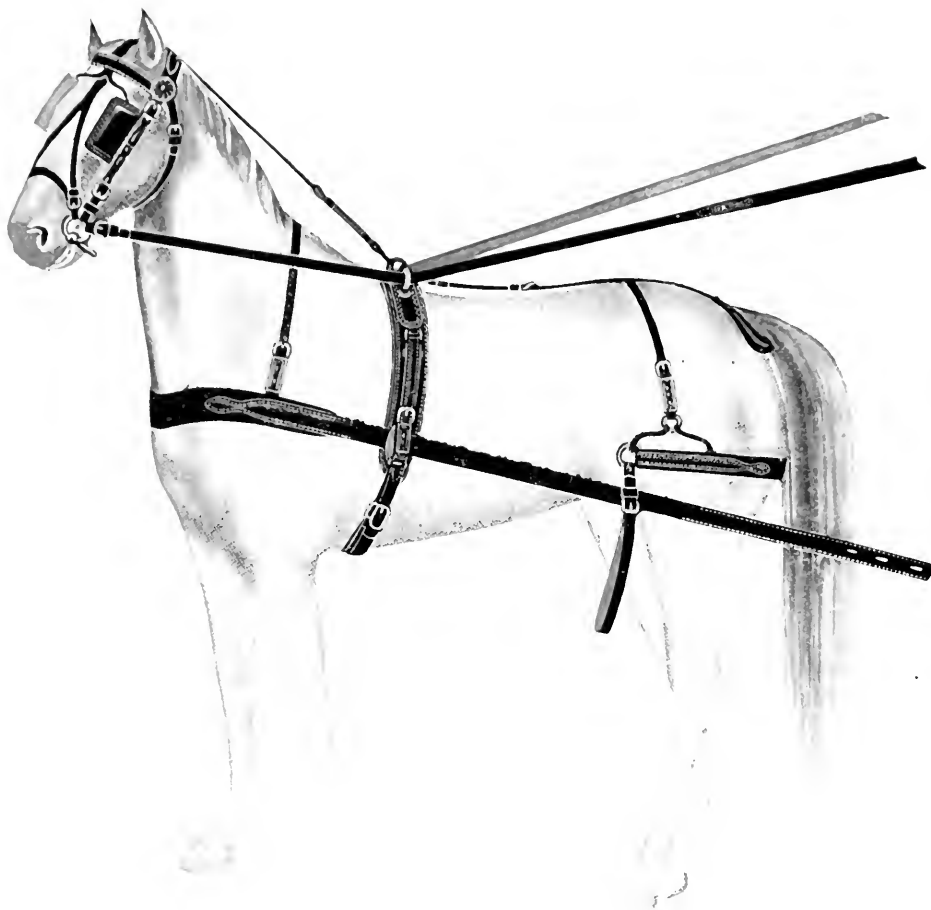
TRACES— $1\frac{1}{8}$ inches wide, with scalloped and raised points where attached to breast collar, doubled and stitched at back end and reinforced.

SADDLE—Single strap skirts, patent leather jockey, enamel leather hair stuffed bottom pad, strap end dees, 1-inch double and stitched bearers, black pug seat and a guaranteed flexible steel tree. Saddle is straight pattern.

BREECHING— $1\frac{1}{2}$ -inch, heavy single strap, harness leather with scalloped raised layer, solid scalloped turnback, with seed stuffed dock sewed on, round hip straps with $\frac{3}{4}$ -inch points, flat doubled and stitched stays with round edge finish, $\frac{3}{4}$ -inch solid heavy holdback straps, with sewed loops and round edge finish.

TRIMMINGS—Imitation rubber of handsome pattern, nickel if preferred. Genuine rubber, \$3.50 extra.

Just the harness to show off a fine horse. **THIS SET IS A BEAUTY.** It is made light, but very strong and is beautifully finished and mounted. Selected "first cut" stock used throughout. Strong and safe enough for racing purposes, and appropriate for light pleasure driving. We keep our competitors guessing as to how we can quote this price. Others charge \$22.50 or \$25.00 for this grade and style of harness. Guarantee Tag attached, of course.



No. 12148 Medium Weight Buggy Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop checks with patent leather blinds; $1\frac{1}{8}$ -inch crown with raised layer; flat overcheck with nose piece, or will furnish with round side reins, if so ordered. Patent leather fronts, silk stitched; fancy rosettes; choice of either stiff or jointed bits. Will furnish open bridle of equal quality at same price.

LINES—Full 13 feet long, $\frac{7}{8}$ -inch with 1-inch hand parts. Round edge finish with spring billet ends.

BREAST COLLAR AND TRACES— $2\frac{1}{2}$ -inch V-shaped single strap breast collar with $1\frac{1}{8}$ -inch single strap traces attached, scalloped points, doubled and stitched ends, $1\frac{1}{8}$ -inch neck strap, with $\frac{3}{4}$ -inch points, round edge finish.

BELLYBAND— $1\frac{1}{2}$ -inch wide single strap, double sliding, or, if preferred, will furnish Griffith style.

SADDLE— $2\frac{1}{2}$ -inch flexible saddle with full pad. Enamel leather bottom, patent leather skirts and jockey, 1-inch doubled and stitched ring backband, $\frac{7}{8}$ -inch billet. Saddle is extra well made.

SHIAFT TUGS—1-inch doubled and stitched with two rows of stitching, box loops.

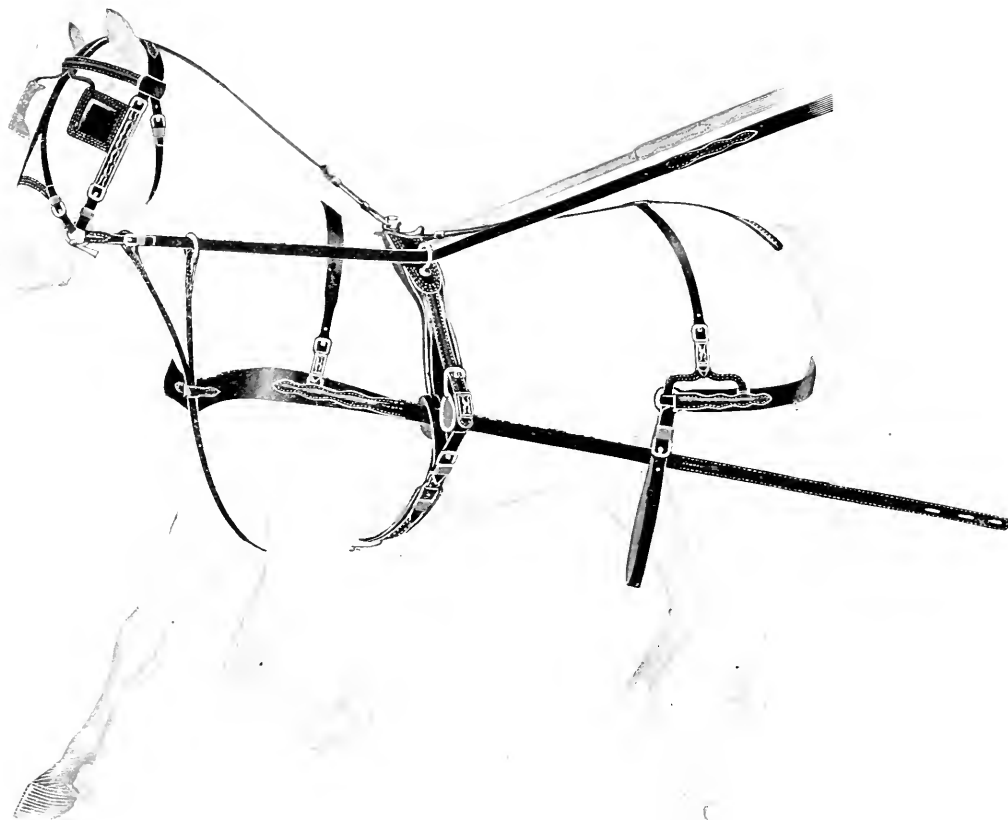
BREECHING— $1\frac{1}{2}$ inches wide, single strap, three ring breeching stays, $\frac{5}{8}$ -inch small box loop tugs, $\frac{3}{4}$ -inch breeching straps, $\frac{5}{8}$ -inch hip straps, $\frac{3}{4}$ -inch solid scalloped turn-back and sewed crupper.

TRIMMING—Imitation rubber throughout, or if preferred, will furnish nickel trimmings.

When ordered with collar and hames, we furnish a fine quality patent leather back collar, with $3\frac{1}{2}$ -pound hames and $1\frac{1}{4}$ -inch single strap traces attached.

SPECIAL NOTE—This harness can be ordered as a combination collar and hames or breast collar harness, by simply ordering an extra breast collar, in which case a charge of \$2.00 above the collar and hames price will be made for extra breast collar. The traces will be arranged to buckle onto the hame tugs or onto the breast collar.

This style is an old favorite and always gives the highest satisfaction. Of the thousands of sets of it we have sold every set has "stayed sold." The weight and proportion is medium, but the grade of leather is the best and we unhesitatingly guarantee it and sell it on approval. It is finely mounted and finished and presents a handsome appearance. Note especially the strong high grade saddle.



No. 12149 Genuine Rubber Mounted Buggy Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop cheeks, patent leather blinds with three rows of stitching, $1\frac{1}{4}$ -inch crown with nicely scalloped layer and our patent metal overcheck loops, 3 buckle flat overcheck with patent leather noseband stitched, $\frac{5}{8}$ -inch patent leather front with fancy stitching, round winker stays, $\frac{1}{2}$ -inch throat latch.

LINES— $7\frac{3}{4}$ -inch fronts, $1\frac{1}{4}$ -inch hand parts, spring end billets, extra long 7-inch lap, round edge, smooth finish, full 13 feet long.

BREAST COLLAR— $2\frac{1}{2}$ -inch, V-shaped, martingale loop, nice hand raised layer, box loop tugs, $1\frac{1}{4}$ -inch traces attached, with doubled and stitched ends, $1\frac{1}{4}$ -inch neck strap with $\frac{3}{4}$ -inch points, all smooth, round edge finish. Length from center of breast collar to end of traces, 7 feet.

BELLY BANDS— $1\frac{3}{4}$ -inch, doubled and stitched bodies, Grifflith style with $\frac{5}{8}$ -inch wrap straps.

SHAFT TUGS—1-inch, hand raised, doubled and stitched with two rows stitching track style, box loops.

SADDLE— $2\frac{1}{2}$ -inch, hand laced, patent leather jockeys with two rows stitching, track pattern, low set terrets, leather covered seat, swell patent leather skirts with $\frac{7}{8}$ -inch billets, enameled leather bottom, pad well stuffed with curled hair, nicely quilted, 1-inch hand raised back bands.

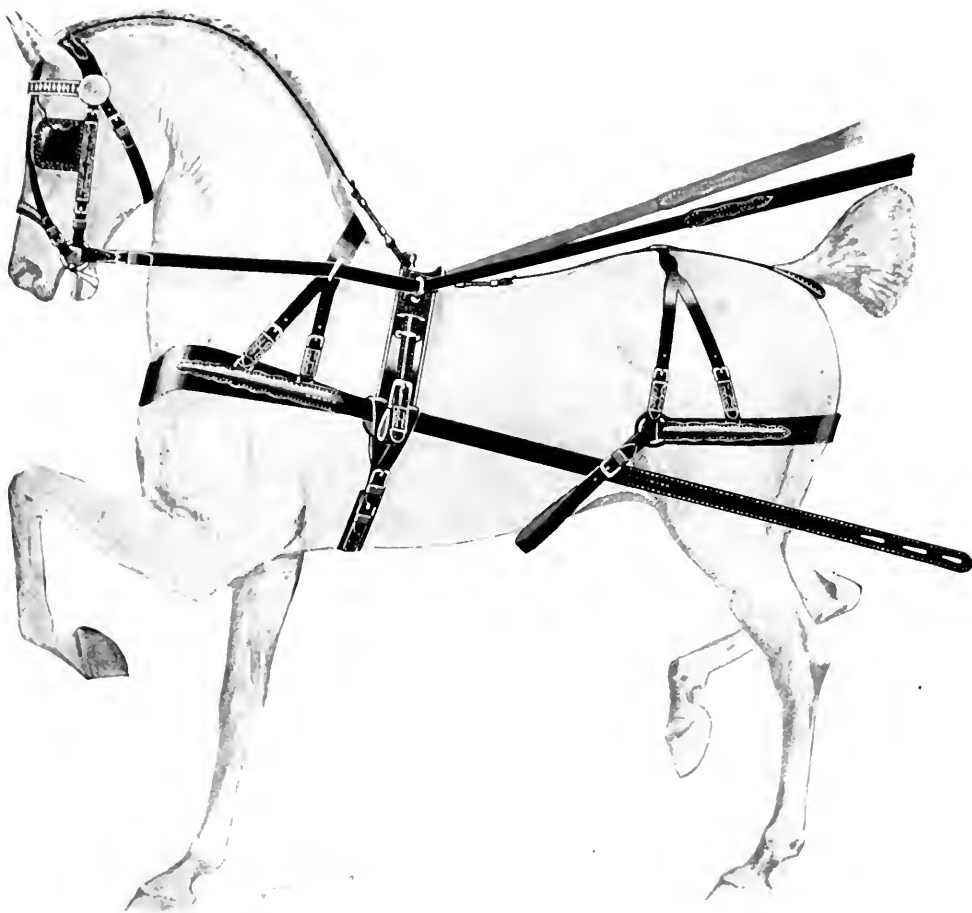
BREECHING— $1\frac{1}{2}$ -inch body, hand raised scalloped layer, three ring hand raised doubled and stitched stays with two rows stitching, box loop tugs, $\frac{7}{8}$ -inch breeching straps, $\frac{3}{4}$ -inch turnback, $\frac{5}{8}$ -inch hip straps, all round edge, smooth finish.

TRIMMING—Genuine rubber throughout.

When ordered with collar and hames, we furnish an extra fine collar with patent leather back, kip rim and face, $3\frac{1}{2}$ -pound japanned hames with Davis rubber or nickel terrets and draft eye, $1\frac{1}{4}$ -inch single strap traces attached, full length, with doubled and stitched reinforced ends and patent leather loggerheads.

This is a very handsome and high grade harness, just what you need to show off an exceptionally fine animal. It is made of selected, firm material throughout and mounted with very handsome pattern Genuine Rubber. Your custom harness maker could not duplicate it for less than \$30.00.

Remember every ring, buckle, hook and terret is genuine rubber, not partially rubber mounted, but full rubber throughout. This set is better than most dealers carry in their stock. We give a strong guarantee on it throughout and sell it on approval. The illustration fails to do justice to this set and we want you to see it before buying elsewhere.



No. 12150 General Purpose Single Strap Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop checks, patent leather blinds with three rows stitching, round winker stays, $1\frac{1}{8}$ -inch crown piece, with nice hand raised scalloped layer, our patent metal overcheck loops, three buckle overcheck with harness leather nosepiece, fancy stitched, $\frac{1}{2}$ -inch throat latch, fancy stitched patent leather browband.

LINE— $7\frac{1}{8}$ -inch fronts, $1\frac{1}{8}$ -inch hand parts, full 13 feet long with spring end billets, extra length, 7-inch lap, smooth, round edge finish.

BREAST COLLAR—3-inch, V-shaped, single strap, with long, fancy scalloped layer, $1\frac{1}{4}$ -inch single strap traces attached, with doubled and stitched ends. Length from center of breast collar to ends of traces, 7 feet. $1\frac{1}{4}$ -inch neck strap with $\frac{5}{8}$ -inch forked points, line rings in neck strap.

BELLYBANDS—Single strap, $1\frac{3}{4}$ inches wide, body extended to form safes under buckles, $\frac{7}{8}$ -inch billets, $\frac{7}{8}$ -inch wrap straps, Griffith style.

SADDLE— $2\frac{1}{2}$ -inch laced, patent leather jockey with three rows of stitching, track pattern, low set terrets, jockey

plate, leather covered seat, $2\frac{1}{2}$ -inch patent leather skirts, $\frac{7}{8}$ -inch billets, enameled leather bottom, pad stuffed with curled hair and nicely quilted. 1-inch hand raised doubled and stitched backbands with our patent metal backband loop.

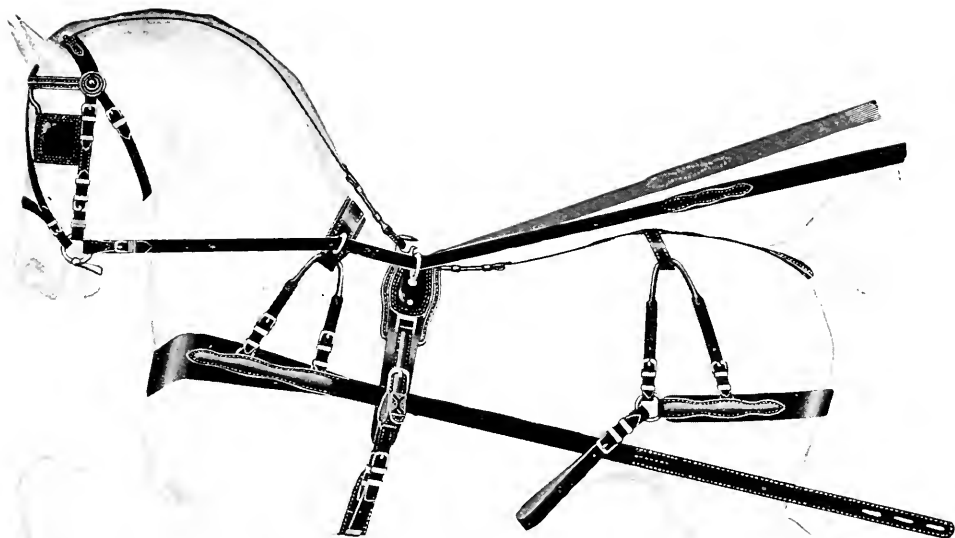
SHAFT TUGS—Track style, doubled and stitched with two rows stitching, box loops.

BREECHING— $1\frac{1}{4}$ -inch body, single strap with long scalloped hand raised layer, safes under breeching rings; doubled and stitched and raised stays with box loops, $\frac{7}{8}$ -inch breeching straps, $\frac{7}{8}$ -inch turnback, forked hip strap, all smooth, round edge finish.

TRIMMINGS—Solid nickel. (English brass, if preferred.)

SPECIAL NOTE—This harness can be ordered as a combination collar and hames and breast collar harness, by simply ordering an extra breast collar, in which case a charge of \$2.25 above the collar and hames price will be made for the extra breast collar. The traces will be arranged to buckle onto the hame tugs or onto the breast collar.

This general purpose harness is suitable for a buggy, runabout or light surrey. The proportions are generous throughout, and the quality of stock is guaranteed to be our very best. This harness would retail at \$6.00 above our price. Special attention is called to the handsome and strong saddle and forked hip and neck straps. The mountings are very attractive in design and are guaranteed to be solid nickel or English brass pattern. We attach our "Guarantee Tag" to each set, and sell it, of course, on our liberal money-back plan if not satisfactory to you.



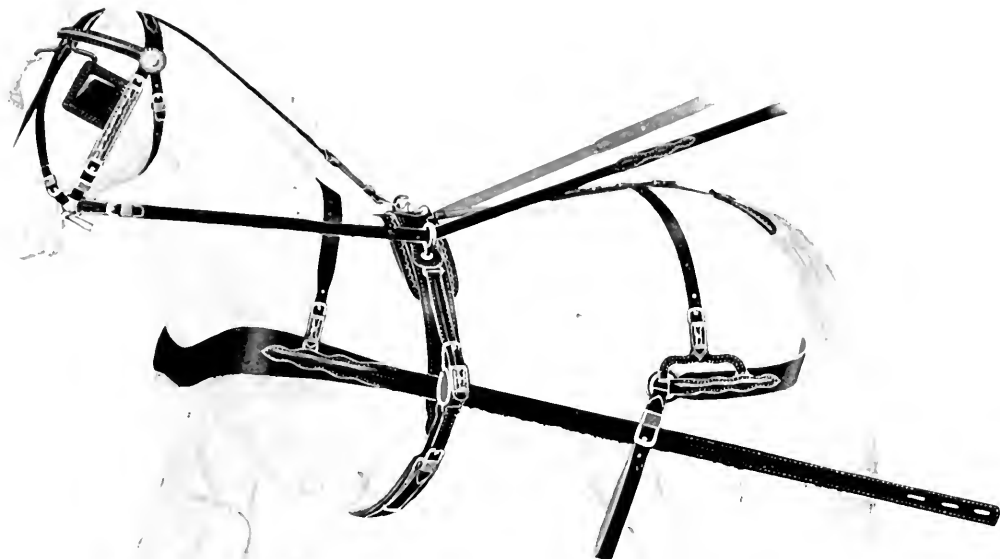
No. 12151 "Silver King" General Purpose Harness

PRICE

We originated this handsome style two years ago, and our competitors, quick to recognize its beauty, style and practicability, have copied it and are offering imitations of it, at prices ranging from \$18.00 to \$25.00. No one has attempted to duplicate it at our price. They can't afford to. This design, suitable for any style vehicle, is a big improvement over ordinary shaped harness. The non-tarnishing metal loops make stronger and safer "keepers" for strap ends than leather or box loops, and they are neater and more attractive in appearance. The rounded form of neck and hip straps, not only look better, but as they will slide with the motions of the horse, they insure a perfect balance of breast collar and breeching at all times. This prevents chafing of the horse also.

This harness is identically the same in quality and strap proportions as our "Big Six" Leader, described on pages 135 to 137. We improved the form of it, but couldn't improve the quality. We willingly ship this harness on approval and fully guarantee it as to wearing qualities. We can honestly recommend it to be a better harness value than you can possibly buy elsewhere at our price.





No. 12152 Extra Heavy Single Strap Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch, box loop cheeks, finely stitched hand raised harness leather front, round side rein or flat overcheck, as desired, patent leather blinds, with three rows stitching, round winker stays, $1\frac{1}{8}$ -inch crown, with scalloped layer, and our patent metal overcheck loops, $\frac{5}{8}$ -inch throat latch.

LINES—1-inch fronts, $1\frac{1}{8}$ -inch hand parts, 13 feet long, with spring billet ends, round edge finish.

BREAST COLLAR—Single strap, $3\frac{1}{2}$ inches wide, V-shaped, with nice hand raised scalloped layer, $1\frac{1}{4}$ -inch single strap traces attached, with doubled and stitched ends. Measurement from center of breast collar to end of traces, 7 feet 2 inches. $1\frac{1}{4}$ -inch neck strap with $\frac{3}{4}$ -inch points, all smooth, round edge finish.

BELLYBAND— $1\frac{1}{2}$ -inch single strap, double sliding; $\frac{7}{8}$ -inch outside sliding bellyband, combination style.

SADDLE—Full 3-inch, with 4-inch patent leather housing, enameled leather bottom, pad well stuffed with curled hair; patent leather jockey, japanned seat, $2\frac{1}{2}$ -inch single strap skirts with $\frac{7}{8}$ -inch billets. 1-inch doubled and stitched swinging backbands.

SHAFT TUGS—1-inch doubled and stitched, with two rows of stitching, $\frac{7}{8}$ -inch dee billets, box loops.

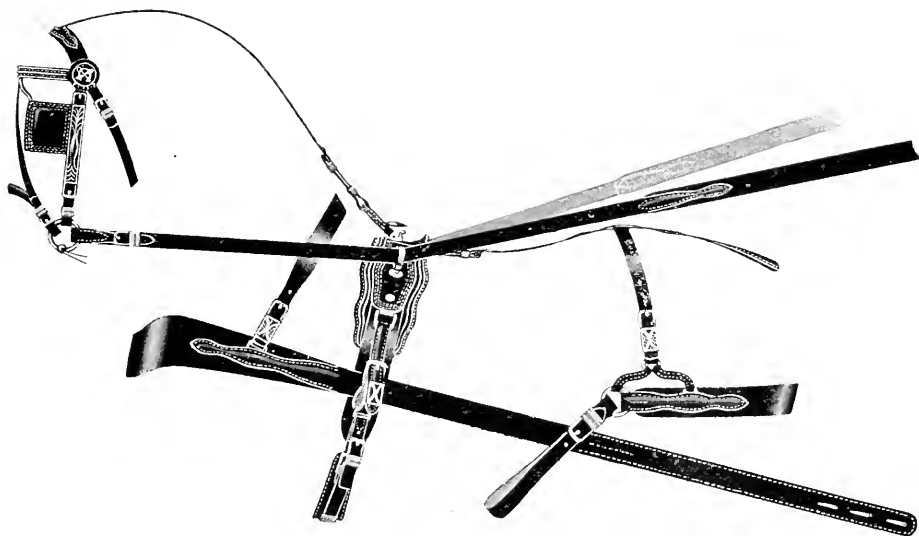
BREECHING—2-inch body, nice hand raised scalloped layer, heavy, hand raised three ring stays, doubled and stitched with two rows stitching, box loop tugs, safes under breeching rings, 1-inch breeching straps, 1-inch reversible turnbacks with buckle crupper, $\frac{7}{8}$ -inch hip straps, all round edge, smooth finish.

TRIMMING—Full Davis rubber regular. Can furnish nickel, if preferred.

SPECIAL NOTE—This harness can be ordered as a combination collar and hames and breast collar harness, by simply ordering an extra breast collar in which case a charge of \$2.25 above the collar and hames price will be made for the extra breast collar. The traces will be arranged to buckle onto the hame tugs or onto the breast collar.

When ordered with collar and hames, we furnish a full kip barouche collar, finely made and finished, with two buckles and pad. Hames, $3\frac{1}{2}$ pounds, nickel or Davis rubber terrets and draft eye, single strap traces attached, 6 feet long, with patent leather loggerheads.

This harness is extra heavy throughout. Note the description of lines, breast collar, traces, breeching, bellybands, etc. It is not only wider in strap proportions, but selected especially for the thickness and firmness of the leather, as it is intended for, and suitable for hard usage on rough roads, and with any buggy, light spring wagon, or surrey. While it is made primarily for great strength, it is a handsomely finished and mounted set. Our "Guarantee Tag" is attached to every set. We can, at our price, easily save you \$5.00 to \$7.00 compared with dealers' prices on a set as good as this one.



No. 12153 Extra Heavy Single Strap Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch, box loop checks. Patent leather, grain lined blinds, with three rows stitching. Round winker stays, hand sewed. Heavy flat overcheck, solid leather noseband. Double beaded patent leather front. Fancy rosettes. Tested half cheek bits with large check rings. Round edge work throughout.

LINE—1-inch, heavy foreparts, $1\frac{1}{8}$ -inch hand parts. Spring billet ends. Lines cut from best selected firm, heavy stock.

BREAST COLLAR—3-inch, single strap, curved.

TRACES— $1\frac{3}{4}$ -inch, heavy single strap, with doubled and stitched reinforced ends. Scalloped point, hand raised layer on breast collar. Oak tanned, top cut stock throughout.

SADDLE—Made on 3-inch tree, with wide, single strap skirts

and very wide swell housings. Hair stuffed underpad. Patent leather jockey. 1-inch doubled and stitched backbands. Enameled leather bottom.

SHAFT TUGS—1-inch, doubled and stitched; degreased box loops.

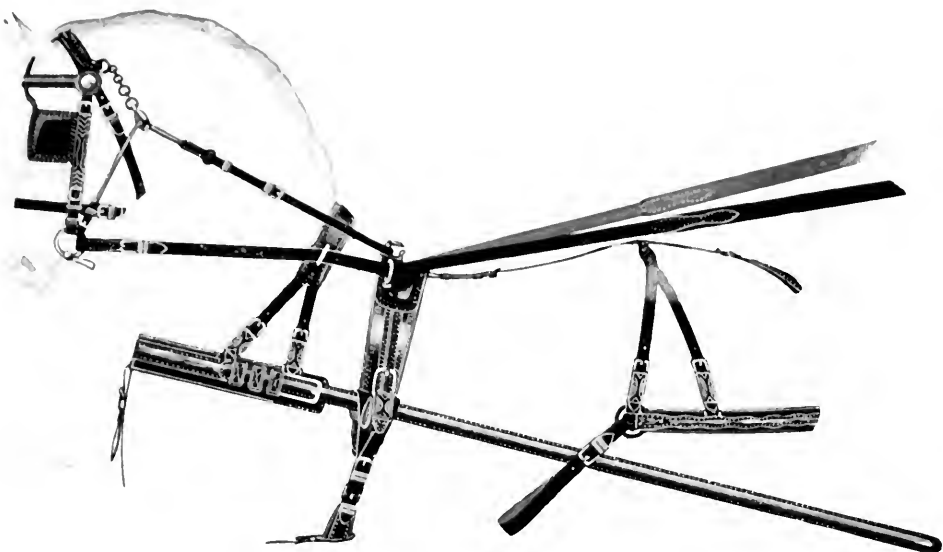
BREECHING—2-inch, heavy, single strap; scalloped raised points; $\frac{7}{8}$ -inch scalloped turnback. Three ring flat, doubled and stitched stays. $\frac{7}{8}$ -inch flat hip straps. 1-inch hold-back straps.

BELLYBANDS—Double sliding or Griffith style. Doubled and stitched bodies, $1\frac{1}{2}$ -inch wide, $\frac{7}{8}$ -inch outside belly-band looped on.

TRIMMING—Davis rubber throughout. Nickel, if preferred, no extra cost.

Note the heavy proportions throughout. This is an extra strong set for hauling heavily loaded pleasure vehicles or light spring wagons. The traces and breeching are extra heavy and of the very best grade, oak tanned "TOP CUT" leather.

This is a harness designed to stand hard, rough usage, and lots of it. We fully guarantee every strap, and sell it on approval, of course.



No. 12154 Swiss Spaced Loop Harness

High Grade and Very Stylish

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop cheeks, patent leather blinds with three rows stitching, round winker stays, $1\frac{1}{8}$ -inch crown piece with hand raised scalloped layer, harness leather stitched noseband, round side rein, $\frac{5}{8}$ -inch finely finished hand raised bridle front, $\frac{1}{2}$ -inch throat latch. A very handsome bridle. Liverpool bit.

LINES— $\frac{7}{8}$ -inch fronts with $1\frac{1}{4}$ -inch hand parts, full length, 13 feet, with spring ends, extra long lap. All round edge, smooth finish.

BREAST COLLAR—Genuine Swiss pattern, $2\frac{1}{2}$ -inch, folded, open at bottom, $1\frac{1}{8}$ -inch full length layer hand raised with two rows of stitching; genuine Swiss style spaced box loops. Body is extended to form safes under tug buckles, insuring smooth, snug fit. Neck strap, 2 inches wide, folded with $1\frac{1}{4}$ -inch layer, hand raised with two rows stitching, forked ends, line rings, all smooth, round edge finish. Notice choke strap is furnished with handsome patent leather drop. This breast collar is a beauty.

TRIMMING—Best grade Davis rubber, brass or nickel if preferred.

BELLYBANDS— $1\frac{1}{2}$ -inch calfskin, fold, full length $\frac{7}{8}$ -inch layer with two rows stitching, nicely hand raised, Griffith style, $\frac{3}{4}$ -inch wrap straps.

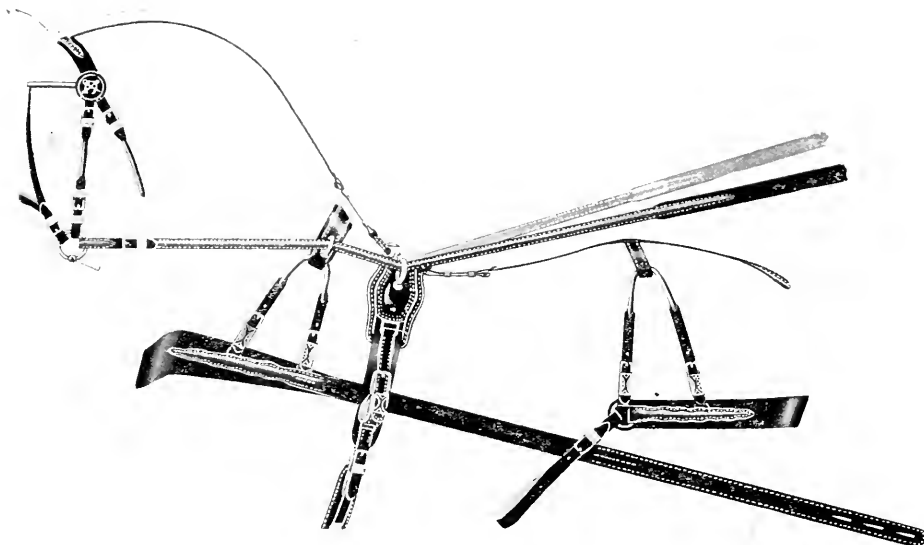
TRACES— $1\frac{1}{4}$ -inch doubled and stitched, hand raised, 6 feet long, smooth, round edge finish.

SADDLE—3-inch hand laced, side trimmed, with genuine running bearer, patent leather jockeys, three rows stitching, leather covered seat, 3-inch patent leather skirts with $\frac{7}{8}$ -inch billets, 1-inch hand raised doubled and stitched backband with leather backband loops, nicely quilted pad stuffed with curled hair. (A very superior saddle.)

SHAFT TUGS—Track pattern, 1-inch hand raised, doubled and stitched with two rows stitching, box loops.

BREECHING— $1\frac{1}{2}$ -inch calfskin fold body, full length scalloped layer, safes under breeching rings, three-ring hand raised stays doubled and stitched with two rows of stitching, box loop tugs, $\frac{7}{8}$ -inch breeching straps, $\frac{3}{4}$ -inch scalloped turnback, $\frac{5}{8}$ -inch forked hip straps. Breeching is smooth, round edge finished throughout.

This illustration fails entirely to do full justice to this harness. In style it is without doubt the handsomest and most up-to-date harness we make. You pay about \$30.00 to your local dealer or small harness maker for a Swiss Collar Harness that will not compare in style, quality or finish with this one. We welcome any comparison you choose to make. This harness is appropriate for any high grade vehicle and we guarantee that it will please you. Every strap is guaranteed.



No. 12155 "Suspenders" General Purpose Harness

One of Our Own Exclusive Designs

PRICE

BRIDLE—Open, round leather fronts, round throat latch, round leather sewed cheeks with buckle billet end, solid crown with neat scalloped layer stitched on, ivoryette rosettes, fancy pattern, solid three-ring overcheck, with patent check holders, solid harness leather noseband, half check tested driving bit, fine, light and durable throughout. Blind box loop bridle if preferred. Side rein bridle if preferred.

LINE— $5\frac{1}{8}$ -inch beaded forepart, guaranteed round leather belting filled, with steel spring billet ends, making them very strong and durable, $1\frac{1}{8}$ -inch hand parts in black leather.

BREAST COLLAR AND TRACES—Breast collar 3-inch V shaped, single strap. Traces, $1\frac{1}{4}$ -inch single strap with long scalloped layer on breast collar. Ends of traces reinforced and lock stitched. Length, 7 feet from center of breast collar.

NECK STRAPS—Folded with half round style suspension, points as illustrated, with degreased box loops, and handsome pattern line rings.

HIP STRAPS—Folded with rounded pattern suspension ends as illustrated, with degreased box loops.

SADDLE—Same pattern and grade, in every way, as supplied on our "Big Six" Leader, No. 12139. See page 136.

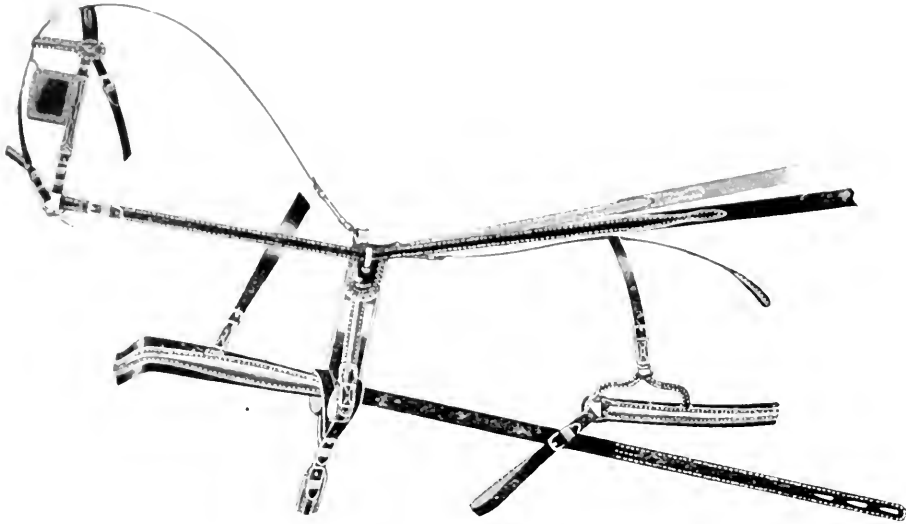
BELLYBANDS—Single strap, $1\frac{7}{8}$ -inches wide, body extended to form safes under buckles, $\frac{7}{8}$ -inch billets, $\frac{7}{8}$ -inch wrap straps, Griffith style.

SHAFT TUGS—Track style, doubled and stitched with two rows of stitching, box loops.

BREECHING— $1\frac{3}{4}$ -inch body, single strap with long, scalloped, hand raised layer, safes under breeching rings; $\frac{7}{8}$ -inch breeching straps, $\frac{7}{8}$ -inch turnback.

TRIMMINGS—Imitation rubber throughout. Nickel, if preferred.

This is an especially handsome harness. It has not only style and up-to-date appearance to commend it, but the quality of the leather used in its construction, and the grade of workmanship, is all that could be desired. We use nothing but oak tanned leather throughout. Special attention is called to the sensible "suspenders" style sliding neck straps and hip straps, which insure a perfect balance of breeching, traces and breast collar at all times. Your local harness maker would charge you \$25.00, at least, to make a set the equal of this. All our customers who ordered this style in 1911 expressed themselves as being highly pleased.



No. 12156 Extra High Grade Single Strap Harness

The Very Finest Harness of Its Kind Possible to Make

PRICE

BRIDLE— $\frac{1}{2}$ -inch, extended lap box loop cheeks with loop before the buckle, patent leather blinds with three rows stitching, harch crown with nicely raised patent leather front with fancy stitching, scalloped layer and our patent metal overcheck loops, 3-buckle overcheck with harness leather noseband, stitched, $\frac{1}{2}$ -inch hand raised patent leather front with fancy stitching, round winker stays, $\frac{1}{2}$ -inch throat latch.

LINE— $\frac{5}{8}$ -inch doubled and stitched fronts with $1\frac{1}{8}$ -inch bearded hand parts, extra long 6-inch lap, spring billet ends, 13 feet long. Smooth, round edge finish.

BREAST COLLAR— $2\frac{1}{2}$ -inch, V-shaped, narrow hand raised layer, full length of body, box loop tugs, $1\frac{1}{8}$ -inch single strap, traces attached, with doubled and stitched ends. Length from center of breast collar to ends of traces, 7 feet. $1\frac{1}{8}$ -inch rock strap with $\frac{5}{8}$ -inch points. All smooth, round edge finish.

BELLYBANDS— $1\frac{1}{4}$ -inch folded, $\frac{7}{8}$ -inch layer, $\frac{7}{8}$ -inch wrap straps, Griffith style.

SADDLE—Full Kay, $2\frac{1}{2}$ -inch, patent leather jockey with three rows stitching, leather covered seat, $2\frac{1}{4}$ -inch patent leather beveled skirts with $\frac{7}{8}$ -inch billets, $\frac{7}{8}$ -inch hand raised sliding backbands, patent leather bottom and solid pads.

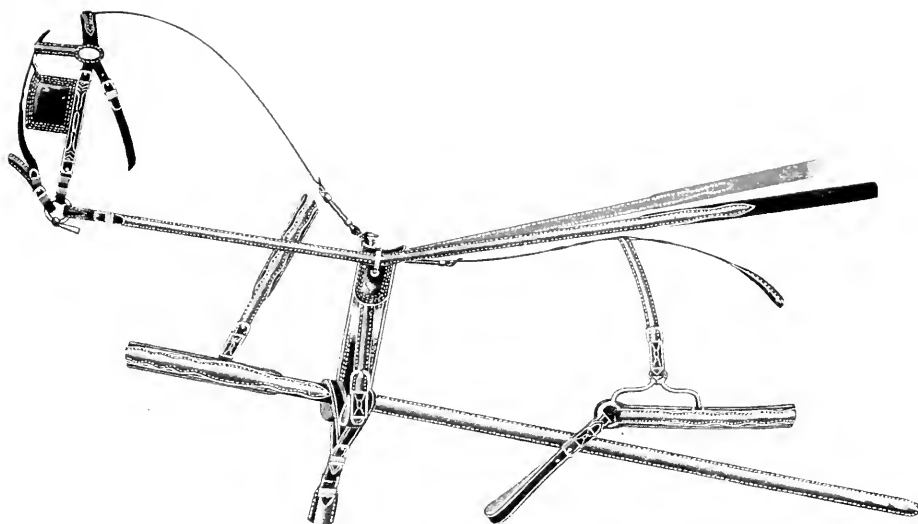
SHAFT TUGS— $\frac{7}{8}$ -inch, track pattern, hand raised doubled and stitched with two rows stitching, box loops.

BREECHING— $1\frac{1}{2}$ -inch, body extended to form safes under rings, narrow hand raised full length layer, three ring hand raised stays, doubled and stitched with two rows stitching, box loop tugs, $\frac{7}{8}$ -inch breeching straps, $\frac{3}{4}$ -inch turnback, $\frac{5}{8}$ -inch hip strap, pocket in turnback to prevent wearing of the hip strap on stitching. All smooth, round edge finish.

TRIMMING—Genuine rubber throughout.

You who have been paying dealers \$45.00 for fine, genuine rubber trimmed harness, have not been getting what your money is worth. You have been paying a superfluous profit. Compare this with the highest grade harness that you can find, and if you are not satisfied that we have saved you from \$15.00 to \$20.00, we will take the harness back at our expense and stand the freight both ways.

This style and the style on the opposite page grade higher in the selection of the leather and mountings used and in the workmanship than any other harness we manufacture. You might pay more, but you cannot get anything better.



No. 12157 Extra High Grade Folded Harness

The Very Finest Harness of Its Kind Possible to Make

PRICE

BRIDLE— $\frac{1}{2}$ -inch extended lap, box loop checks, extra fine patent leather blinds with three rows stitching, nicely finished round winker stays, 1-inch crown with nice hand raised scalloped layer, 5-buckle overcheck, with harness leather noseband stitched. Hand raised patent leather front, fancy stitched.

LINES—Full $13\frac{1}{2}$ feet long, $\frac{5}{8}$ -inch beaded fronts with solid leather filler, $1\frac{1}{8}$ -inch boarded hand parts, fine hand raised lap, spring ends, extra fine round edge finish.

BREAST COLLAR—Turkish grain hand buffed enameled fold, $1\frac{3}{4}$ -inch fine hand raised scalloped layer full length, box loops, 1-inch hand raised double and stitched traces, $1\frac{3}{8}$ -inch enameled leather folded neck strap with fine hand raised harness leather layer, with $\frac{3}{4}$ -inch doubled and stitched beaded points.

TRIMMINGS—Full genuine rubber throughout.

BELLYBANDS—Enameled leather fold, 2 inches wide, $1\frac{1}{2}$ -inch hand raised harness leather layer with two rows stitching, safes under buckles, Griffith style, $\frac{3}{4}$ -inch wrap straps, fine finish.

SADDLE—Kay, $21\frac{1}{2}$ -inch patent leather jockeys, with three rows stitching, track pattern, low set terrets, leather covered pug seat, $21\frac{1}{2}$ -inch beveled skirts with two rows stitching, coupe ends, $\frac{7}{8}$ -inch billets, $\frac{7}{8}$ -inch doubled and stitched hand raised sliding backbands, patent colt skin bottom, good solid pad.

SHAFT TUGS— $7\frac{1}{8}$ -inch doubled and stitched with two rows stitching, hand raised, extra fine finish.

BREECHING— $11\frac{1}{2}$ -inch Turkish grain hand buffed enameled leather fold with fine hand raised harness leather layer, safes under breeching rings, fine three-ring round stays with box loops, $\frac{7}{8}$ -inch breeching straps with box loops, $\frac{5}{8}$ -inch beaded scalloped turn back, fine, large, soft crupper, $\frac{5}{8}$ -inch beaded hip straps.

We earnestly solicit an order for this harness from those who have been accustomed to using the finest harness they can buy, and who have always paid very fancy prices. To such persons we positively guarantee this set to be the equal of any set sold at retail for \$40.00 to \$45.00. Don't be prejudiced. Order a set on approval for any comparison you choose to make. We welcome such a comparison, knowing from past experience that this harness will please the most exacting buyers of highest grade harness.

No matter how little or how much you may know about harness, if you are going to buy a Single Surrey Harness, DON'T BUY UNTIL YOU HAVE SEEN THIS SET.

You will be mighty glad you didn't buy elsewhere if you let us send this harness to you for your approval. Just compare it with what your dealer wants to charge you \$5.00 to \$10.00 more money for—compare it side-by-side and strap-by-strap. If you do, you'll pocket the middleman's profit yourself, and thereby patronize the one greatest "home industry" that interests you most—your own pocket book.

Remember if the harness don't suit you, you lose nothing—all we ask is an honest comparison. If you keep it (and we know you will) test out under any use you care to that YOU consider fair, and if it breaks in any part, we will replace it free.

Read the descriptions carefully; examine the illustrations closely. Note the style; the illustration is exact. Consider how the bridle is made, with patent leather grained blinds; hand sewed winker stays, and leather, silk-stitched, brow bands; handsome box loop cheeks. The saddle is a beauty; the bearers run full length of the saddle, affording an even balance. The saddle is made in large size with genuine leather, tufted bottom, patent leather skirts. The collar is whole stock and not patched, and is a genuine kip, hand stuffed collar of the highest grade. The hames are not the cheap malleable kind, and will not break. The draught eyes and terrets are not the cheap electro-plated and washed kind, but are made solid nickel-on-composition. Note the handsome raised, doubled and stitched traces which are made of oak stock with an extra layer at the heel or dart holes to strengthen them.

BRIDLE— $5\frac{1}{4}$ -inch, box loop, with harness leather noseband and round side rein. Blinds are patent leather, three row stitched, with round hand-stitched winker stays. Brow band is all leather throughout, stitched with fine silk thread; box loops on bridles are made from degreased leather, insuring stability and preventing flabbiness when wet. Flat overcheck instead of round side rein, if preferred, no extra charge.

LINES— $7\frac{1}{2}$ -inch by $1\frac{1}{4}$ -inch flat, "first cut" stock, full length, all black

HAMES AND TUGS—Hames are heavy wrought iron and will not break as malleable hames will. The draught eyes and terrets are nickel plated or brass and the plating is not cheap electro or "wash" plating. Hames are full $3\frac{1}{2}$ -pound with box loop hame tugs attached.

COLLAR—Genuine extra high grade kip leather, handsomely finished, very smooth stock and hand stuffed, collar is all black. Patent lever latch fastener is furnished on collar. No buckles and straps on collar to worry you in cold and wet weather.

TRACES—Extra heavy stock, full $1\frac{1}{4}$ -inch doubled and stitched, with reinforcing at dart holes to strengthen. Special attention is called to the fact that these traces are raised, presenting a much more handsome appearance than the ordinary flat traces.

SADDLE— $3\frac{1}{2}$ -inch size, straight pattern with best quality enamel leather tufted bottom, patent leather skirts, patent

leather panel jockey, doubled and stitched heavy running bearer or backbands. Note that the saddle furnished is a side trimmed saddle, that is, the terrets are set forward so that the backbands run freely all around the saddle. This insures comfort for the horse, as with this style running backbands the saddle cannot be pulled out of place.

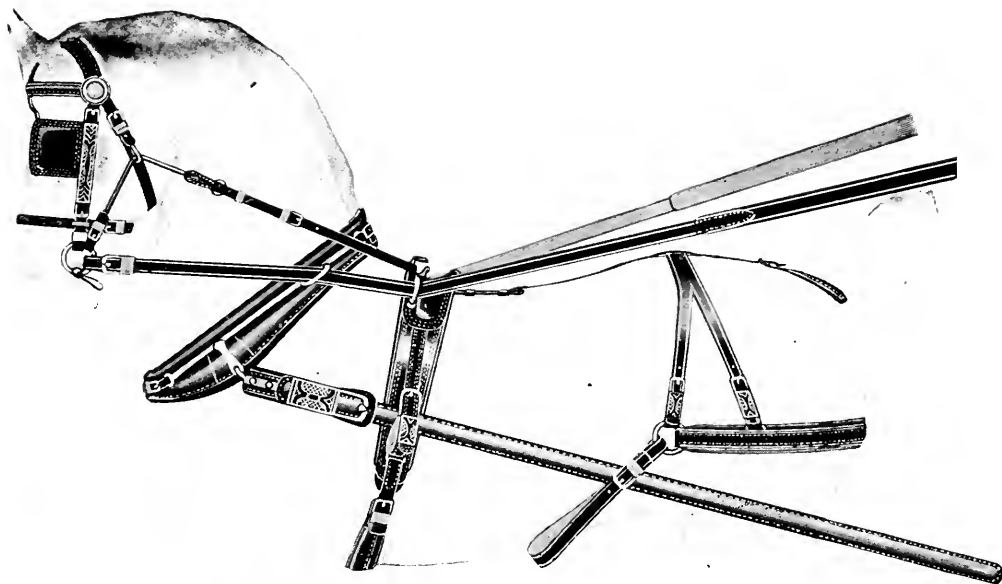
SHAFT TUGS—1-inch, doubled and stitched, with box loops.

BELLYBANDS—Bellybands are folded and stitched, full $1\frac{1}{2}$ inches wide, with $7\frac{1}{2}$ -inch buckle and leather loops.

BREECHING—Folded and stitched, cut extra wide with layer, two rows of stitching, reinforced at each end to strengthen breeching ring. Breeching dees are firmly sewed in (thereby overcoming what is usually a weak point). The turnback is solid, and not pieced. It is furnished with a liner on the bottom side for hip straps $5\frac{1}{2}$ -inch split hip strap, turnback $7\frac{1}{4}$ -inch size, holdbacks full $7\frac{1}{2}$ -inch, breeching tugs are box loop made of degreased stock.

TRIMMINGS—Regularly furnished are nickel. Will furnish handsome pattern brass or imitation rubber, if preferred, without extra charge.

SPECIAL NOTE—At an additional charge of \$2.50 we will supply an extra breast collar so that the harness can be used either as breast collar or collar and hames set. The breast collar will be arranged so that regular traces can be buckled right onto it.

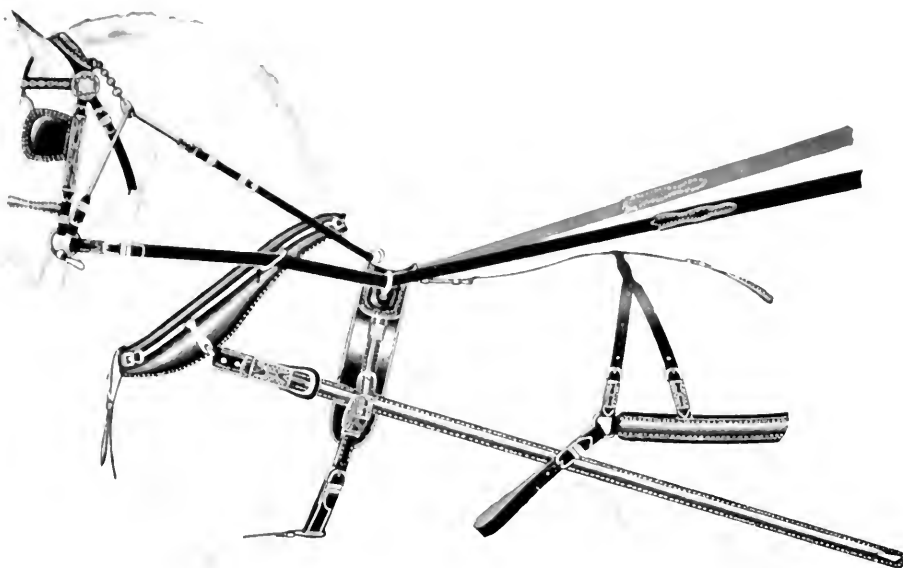


No. 12159 "Big Six" Leader Single Surrey Harness

PRICE

COMPLETE DESCRIPTION ON PAGE 158

No retail dealer, jobber or small harness maker will attempt to duplicate this harness for less than \$25.00. Our price is possible, only because we sell thousands of sets of it each year, and because our manufacturing and selling methods eliminate unnecessary waste, profits and expenses.



No. 12160 Extra Fine Grade Surrey Harness

PRICE

BRIDLE— $\frac{5}{8}$ -inch box loop checks, patent leather surrey blinds, round, well sewed winker stays, round side reins, long layer sewed on crown piece, metal gag chains sewed on crown layer, fancy chain fronts with metal rosettes to match, nickel half cheek driving bits with large rings, Noseband in bridle.

LINES— $\frac{7}{8}$ -inch foreparts with buckle and billets, $\frac{1}{2}$ -inch hand parts, all round edge finish, made of good selected solid leather.

HAMES AND TUGS—Bent top hames, $3\frac{1}{2}$ -pound wrought iron, black body with composition metal ferrrets, tugs with safes and solid box loops.

TRACES—Made to buckle, $1\frac{1}{2}$ -inch, 6 feet long, doubled and stitched and reinforced at ends. All round edge finish.

SADDLE— $3\frac{1}{2}$ inch with patent leather skirts, coupe end finish, enameled leather bottom, laced and tufted through out. Patent leather to keys, 4 inch backband, doubled and lock-stitched, $\frac{7}{8}$ -inch billets.

SLIAFT TUGS—1-inch doubled and lock-stitched with $\frac{3}{8}$ -inch bellyband billets.

BELLYBANDS—Double, $1\frac{1}{2}$ inches wide, folded and stitched, with $\frac{7}{8}$ -inch buckles.

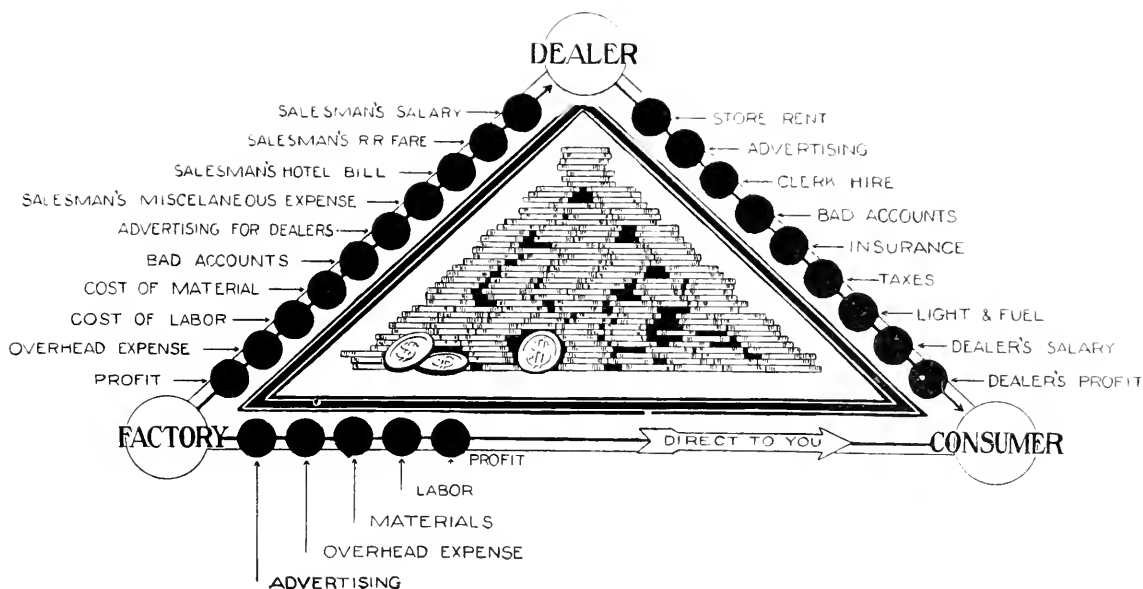
CHOKE STRAP— $\frac{7}{8}$ -inch single strap, round edge finish, with handsome pattern patent leather ornamental drop as illustrated.

BREECHING—Folded bodies with wide layer and two rows stitching all round. Forked double hip straps, $\frac{5}{8}$ -inch round edge finish with $\frac{5}{8}$ -inch box loop tugs, $\frac{7}{8}$ -inch solid scalloped turnbacks with crupper to buckle, $\frac{7}{8}$ -inch hold-back straps, round edge finish.

COLLAR—The collar furnished on this harness is the highest grade selected patent leather, bent top, capped, with russet face and is very handsome and very strong and serviceable.

TRIMMING—Nickel throughout, or brass, if preferred.

This harness will please you highly if you want the finest set of single Surrey harness made. Retail dealers and custom harness makers charge \$30.00 to \$40.00 for its equal. The leather stock is the highest grade "top cut" oak tanned stock, and the workmanship, mountings and finish could not be improved upon. This harness presents a very stylish and "swagger" appearance and is just the set you need to complete a stylish horse and vehicle turnout. Fully guaranteed, of course.



Just add up for your own satisfaction these expenses of the dealer and the jobber.

19 different expenses have to be "tacked on" every buggy you buy in the old way.

Look at my factory expenses.

Is there any mystery about my being able to save my customers \$25 to \$40 on every buggy they buy?

Isn't it plain that for every dollar of profit the dealer or jobber or the mail order house makes you get that much less quality in your buggy? When I say Mail Order House I refer to the many-department Mail Order House that is the same as a great central dealer who in turn buys of the factory, pays the factory a profit and makes a profit himself.

It is **you** who pay the rent and fuel and lighting and clerk hire. You pay by getting a poorer buggy.

Split Hickory Quality never has to be cheapened to pay several profits out of your money. All your money goes into the buggy. It pays for quality in materials, quality in labor. That's what you want—**one hundred per cent buggy**.

But you want to be **sure** of what you're getting **before** you hand your money to

Phelps or anyone else—no matter what the price.

You want to be sure of a buggy that will stand up for longest service. You want a buggy to take you over any road in any kind of weather. You want a buggy without a single weak spot.

I have been making Split Hickory Vehicles over eleven years and I have never yet heard of a single Split Hickory Buggy that has worn out.

You never have heard and you never will hear of any such trouble as broken wheels from people driving the famous Split Hickory Buggies—**guaranteed** two years but lasting the longest lifetime of any buggy in the world today.

There is only one way to be **sure** in buying any kind of buggy. That is to try out the buggy in your own way—over your own roads. To use it as you intend to use it.

For your protection and for my protection—to make sure every customer I sell is a **satisfied** customer—I sell my buggies on the most liberal, sure test any manufacturer has ever offered—on 30 Days' Free Road Test.

Read My 30 Days' Free Road Test Plan on Page 13.

Those who call on us personally to make their harness purchases usually stop at this set.

Now let us see if the harness proves our claims made for it—that it is THE BEST HARNESS IN THE WORLD for the money. Let us make an honest comparison, and pick both sets, to pieces.

First, notice the handsome general appearance, the smooth finish and the high grade look in general of our harness. Handle it all you care to. Does any of the blacking rub off on to your hands, leaving a cheap finish? Does it seem properly proportioned throughout? Are the buckles, rings, hooks and ferrets of a heavy and durable pattern? Are the straps wide and of full length? How about the thickness of the straps?

The thickness, you know, denotes either "top cut" leather or "belly stock." A strap that is not thick is poor stock.

Now, let us analyze the different parts of the harness carefully. Let us compare quality and workmanship taking the most important parts of the harness first, those parts that must bear the greatest strain—those parts that usually give way first.

The traces are the next most important. (Read the catalogue explanation and note the illustration of our traces.) Do the traces come up to our agreement? How do they compare with the other fellow's traces? Would you trade our traces for his?

Just look these collars over carefully. Do you find any pigskin or any sheepskin leather in the makeup? Are the other fellow's collars made of genuine kip and patent leather stock like ours? Rip one of the collars open if you care to, and see how it is stuffed.

But why go further? If you will make this sort of a comparison you will do yourself and us full justice, and you will better appreciate by making such a comparison, just what is the real value we are offering you in this harness. You can do us no greater favor than by making the comparison suggested.

BRIDLE F—Full 5-inch box loop, three row stitched patent leather blink, three buckle overhook. Solid laces on sides. Patent metal eye draw loops. Handsome patent leather stitched face. Handsome fancy horse spur with a plain leather rosette on the sides. All small lugs on leather are of the double lock, and are hand stitched. Buckle pieces are made of solid full winker steel in place of the stamped leather. The leather is simply soaked in the water and the leather follows the shape. These bridles are made of the best quality leather and have a handsome and finished appearance. Open handles of prefer-

LINES—7, 10, 12 front part; 11, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 84

COLLARS—Hats and half patent style. Rim and face are best kept. Hat is quite "kip" back in best grade patent collars. The collars are handsome and strong and usually in the general "bossy" appearance of the hats. All "kip" instead of half patent collars, if preferred.

HAMPS. Egg: 1 person; 10 draught eyes.
 1/2 inch deep traps with rings. 1/2 inch long traps.
 Outside cloth traps with rings.

TURNBACKS. Cut out of heavy stock. Hand made and lapel and case pattern. Flexible, dressed stuffed heavy runners. Buckle made of metal and runners. 76 cent.

BELLYBANDS: 11-16 in. l. stitched with 7 in. h. l. ties and chafes.

YOKE STRAPS—Pull 1" inward, checked back on end of yoke
push. Set it 1" in after buckle.

CHOKI STRAPS — made by hand in Italy, each strap
is handmade.

PADS—Patent leather tops, **GENUINE LEATHER BOT-TOMS**. Pads are long, swelled shaped, having a very handsome appearance and are very strong. Side pieces are cut full 13-inch, doubled and stitched heavy, raised trace leathers. Patent leather housings.

We call special attention to the construction of the back pads on this harness for they differ so radically in style and construction from the pads that are ordinarily used on double harness. Instead of being short, narrow and put together in a "upshot" manner, after the fashion of pads usually supplied on double harness, &c., all dealers, they are made up on the same lines as the pads on single harness. There is no possible chance of their chafing the horse's back.

The following measurements are accurately taken: Width at top 3 1/2 inches, tapering to 3 inches at bottom; length 12 inches on each side from water-hole; top 12 inches; top patent leather with heavy raised band on each side of iron tire and covered on patent leather to bottom edge; genuine leather, extra thick, bottoms hair, tufted, the entire length; Strongly covered throughout and not tacked into position; top of iron body covered with four row stitched patent leather; heavy single strap skirts, 1 1/2-inch width; traces harness heavy steel, doubled and stitched, raised centers.

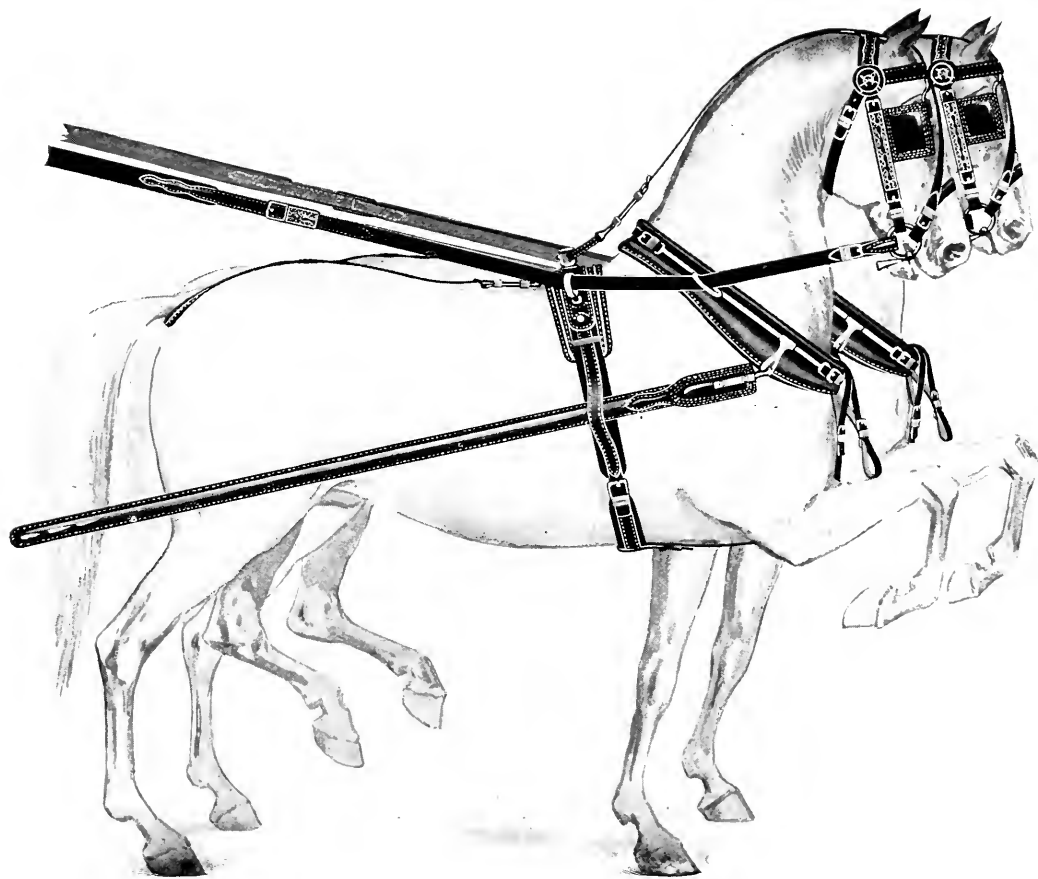
TRIMMINGS—HANDSÔME PATTERN DAVIS RUBBER THROU'GHOUT—Genuine "Nickel on composition," if preferred, or 6-piece brass trimming, balance Davis rubber, if preferred, no extra 6-piece genuine rubber saddle trimming, \$= 50.

HIP STRAPS AND BRETTING When ordered at the extra cost quoted, hip straps will be furnished that are buckle size, with handsome pattern patent leather drop, heavy buckle on inside end.

Breeching furnished with 16 of the same quality as the 1st and 2nd of the harness and will have 3-ring straps, with 1-inch quarter straps. This combination makes a very strong and handsome appearing breeching.

Here will verify a much double-lined and decorated pattern 7 feet long, attached directly to harness with patent leather straps. Let him see it. If pattern will supply 1/4 inch single strap traces with reinforced ends, possibly 1/4 inch double-lined and decorated in 1 inch patent leather end box loops as shown on illustration at bottom of page 14, without extra charge.

Our real traces are the first and . . . They are . . . by hand, glued, tack, back-stitch sewed, doubled, and have a heavy leather piece sewed in center to raise them . . . which all to the touch and appearance. The imitations of these traces are filled with rope or paper, or they are simply rolled on a corrugated roller to temporarily round the face of them. Don't be misled by such deceptions.

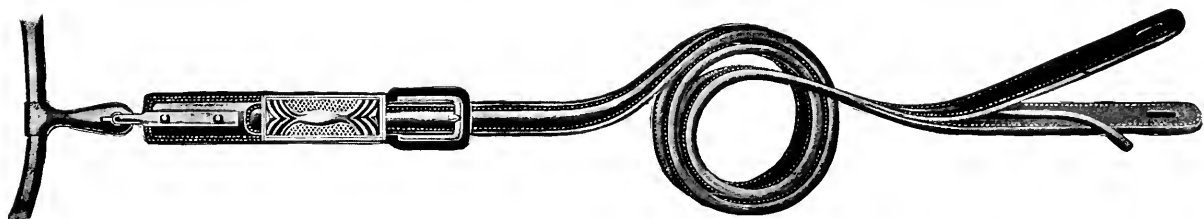


No. 12163 "Big Six" Leader Double Buggy or Surrey Harness

PRICE



At the same price we will supply this harness in breast collar pattern. When so furnished we use 1¼-inch single strap traces with heavy reinforced three dart hole ends, and Stowell's Patent Breast Collar Irons.



READ ABOUT THIS TRACE IN DESCRIPTION ON OPPOSITE PAGE

A Brand New Money Saving Idea in Harness. A Harness that can be used Double or Single. It Fills a Long-Felt Want. An Original Harness Sold by Us Exclusively. Two Sets of High Grade Harness at a Price Dealers Charge for One Set of Medium Grade

Dealer's Price of one set of Double Harness equal to our No. 12163.....\$40.00
 Dealer's Price of one set of Single Harness equal to our No. 12139..... 20.00

Total \$60.00

Our price of No. 12165. (A combination of the above two sets)..... 31.75

Net savings to you \$28.25

OR, at our regular prices for a complete set of No. 12139 with Collar and Hames and a complete set of No. 12163, this combination "Two-In-One" set at our price saves you \$10.50.

This harness was designed to cut down your harness bill and make one set do the work of two sets. While the idea is a new one it is thoroughly practical. We have tested it out fully and offer it to our customers with that assurance and back it up with our guarantee of durability and "Money back" approval test as explained on page 133.

No. 12165 is identically the same in style, quality, strap proportions, etc., as our "BIG SIX" LEADER DOUBLE HARNESS described on page 162, except—IT IS SUPPLIED WITH 1¼-INCH SINGLE STRAP TRACES, WITH REINFORCED DOUBLED AND STITCHED ENDS, AND, IN ADDITION TO ALL THE PARTS NECESSARY FOR A DOUBLE HARNESS, IT IS SUPPLIED WITH—

An Extra Set of Single Lines.....	as used on
An Extra Set of Breeching	as used on
An Extra Set of Hold Back Straps	as used on
An Extra Set of Hip Straps	as used on
An Extra Outside Bellyband	as used on
One Set of Shaft Tugs.....	as used on

No. 12139

The saddle illustration shows just what changes are necessary preparatory to using one-half this set as a single harness. The side to the front of the illustration, shows the single harness arrangement with the shaft tug buckled to bearer, and the outer bellyband in place, while the far side of the saddle is arranged as it would be when used as part of a double set.

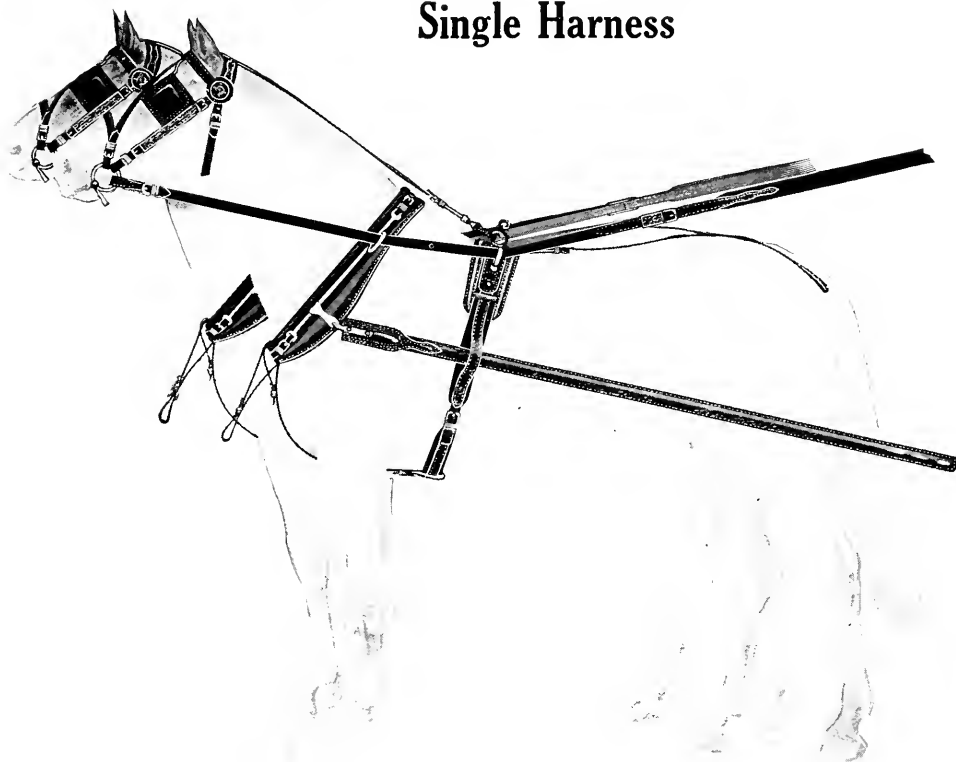
The lower ends of the trace carrying straps, instead of being sewed to the lower ends of the skirts, and to the upper ends of the bellyband billets on each side, are attached by means of a buckle. In making the change, these bearers are simply unbuckled from the skirts and attached to the shaft tugs, which, in turn, are already buckled to the extra outside bellyband. Then, one end of the hip strap is passed through the turnback and attached to the breeching.

In other words, there are only three straps to be unbuckled and buckled, when a change from single to double, or from double to single harness is made. The change can be made without taking the harness off the horse. Remember that it is not necessary to change saddles or to unbuckle bellybands; neither will turnback and crupper have to be changed in any way.

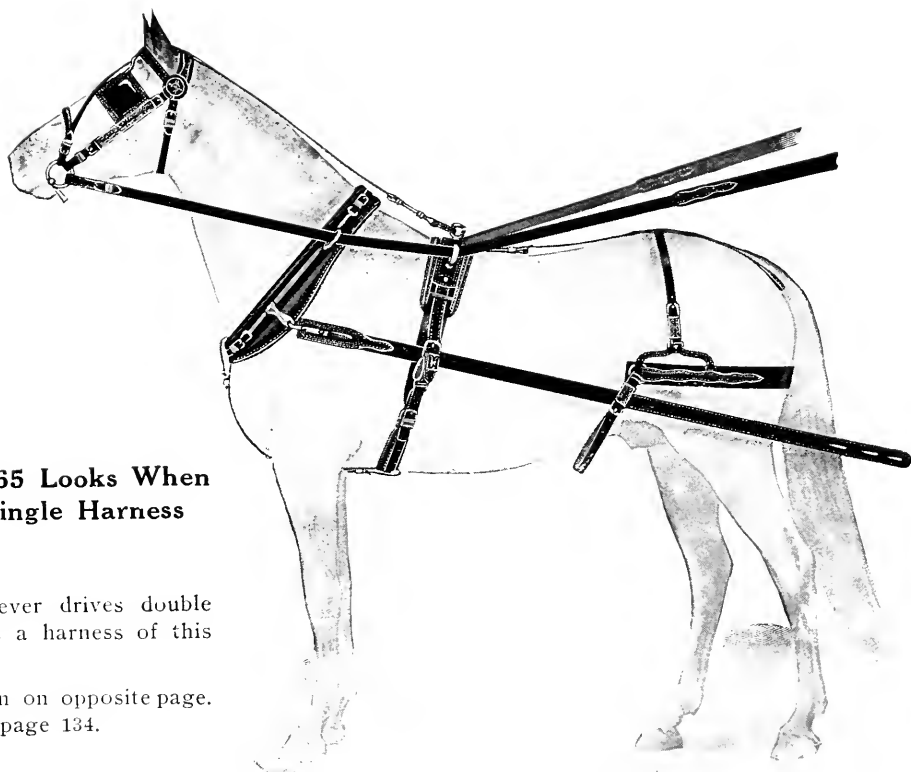
Special attention is called to the extra wide and heavy pads. These are not in any way a makeshift article, and in every part these are built for service. Read complete description of these pads on page 162.



No. 12165 "Big Six" Two-in-One Combination Double or Single Harness



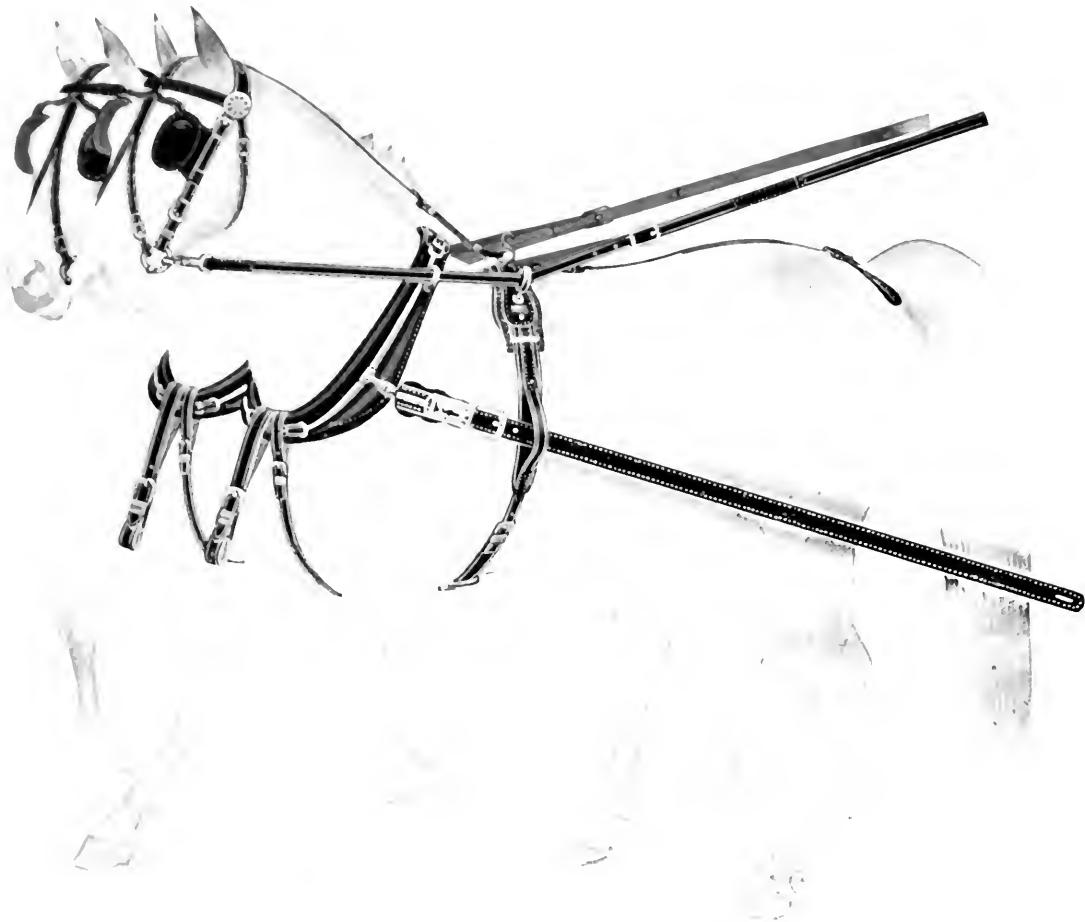
PRICE



How No. 12165 Looks When Used as a Single Harness

Anyone who ever drives double and single needs a harness of this kind.

Full description on opposite page.
Be sure to read page 134.



No. 12166 Popular Price Double Harness

PRICE

BRIDLES— $7\frac{1}{2}$ -inch, plain cheeks, cup or square blinds, flat face, with lever hooks.
CHAINS—Cotton twine, with snaps, $7\frac{1}{2}$ -inch by 14 feet long.
HAMES AND TUGS—Full black japan iron hames with 1000 box loop buckle tugs.
TRACES— $1\frac{1}{2}$ -inch, doubled and stitched.
TURNBACKS— $7\frac{1}{2}$ -inch, with round crupper buckled on.
COLLARS—Full black buggy, with patent lever latch collar fasteners.
BELLYBANDS— $\frac{3}{4}$ -inch folded and stitched.

SADDLES—Coach pad pattern saddles, soft stuffed, with $7\frac{1}{2}$ -inch trace leathers.

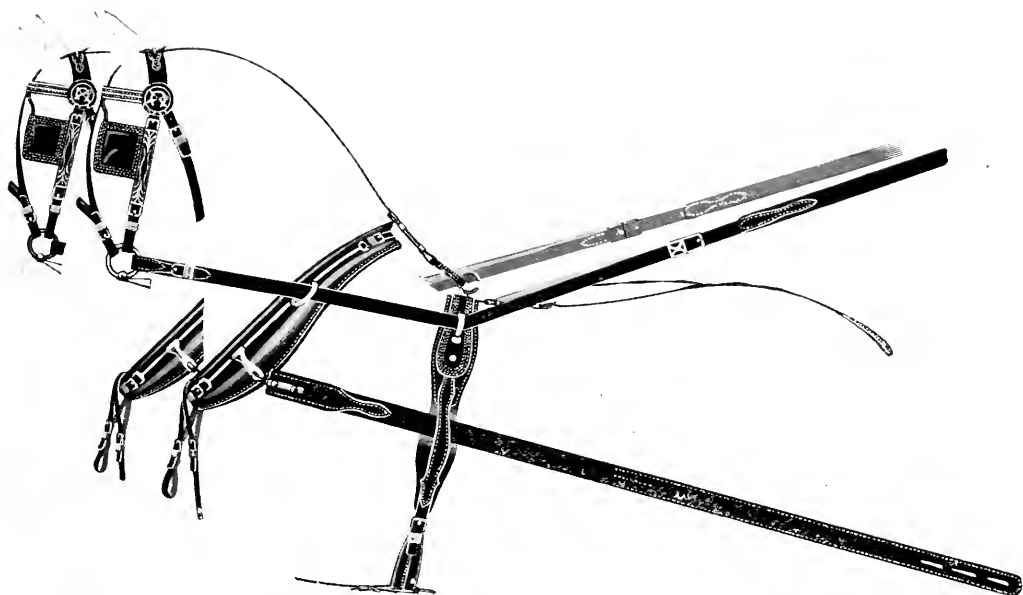
YOKE STRAPS— $1\frac{1}{2}$ -inch.

CHOKE STRAPS— $7\frac{1}{2}$ -inch.

TRIMMING—Full black japan throughout. If preferred, can furnish XC silver.

HIP STRAPS AND BREECHING—When ordered with hip strap and breeching, we furnish breeching, single strap, with $7\frac{1}{2}$ -inch turnback and $5\frac{1}{8}$ -inch hip straps with box loops, $7\frac{1}{2}$ -inch side straps.

THIS IS AN OLD FAVORITE. This is a splendid value for the money. We have continued this style in our catalogue for many years, and it has in all cases proven entirely satisfactory to those ordering it. Knowing it to be made of a good grade of stock, nicely proportioned and handsomely finished, we recommend it in the belief, based on our past experience, that it will prove thoroughly satisfactory. We expect no trouble at all in convincing purchasers of this harness that it is worth from \$10.00 to \$12.00 above our price as compared with harness sold at retail. Your money will be willingly refunded in full if you are not satisfied with it. Remember that it is guaranteed in every strap, and is sewed on our Campbell-Bosworth lock-stitching machine. While it is a plain harness, it is very pleasing in appearance and good enough to use with a first class buggy or surrey.



No. 12167 "Iowa" Double Driving Harness

PRICE

BRIDLES— $\frac{5}{8}$ -inch. Box loop checks. Patent leather grain lined blinds, with three rows stitching. Round winker stays sewed to blinds by hand. Heavy overcheck. Half cheek driving bits with large rings. Fancy rosettes, leather loops, all sewed and blocked up. Round edge finish throughout.

LINES—All black, $\frac{7}{8}$ -inch foreparts; $1\frac{1}{4}$ -inch hand parts, spring billet ends. Round edge finish. Russet hand parts, no extra charge. These are our strongest oak-tanned-stock lines.

HAMES—7-pound wrought iron. Black body composition metal terrets to match mountings on harness.

TRACES— $1\frac{1}{4}$ -inch, heavy single strap with doubled and stitched reinforced ends, with three dart holes; scalloped safe where attached to hames. Traces are made of best grade oak stock.

PADS—Concord style as illustrated. Wide and comfortable on your horses and very strong and durable. Bot-

toms are hair stuffed. Heavy flat skirts with fancy scalloped trace bearers and wide beaded housings.

TURNBACKS— $\frac{7}{8}$ -inch, solid scalloped and plugged for hip straps. Flaxseed stuffed crupper sewed on. Buckled cruppers, 50 cents extra.

CHOKE STRAPS— $\frac{7}{8}$ -inch heavy single strap with buckle and billet end, round edge finish.

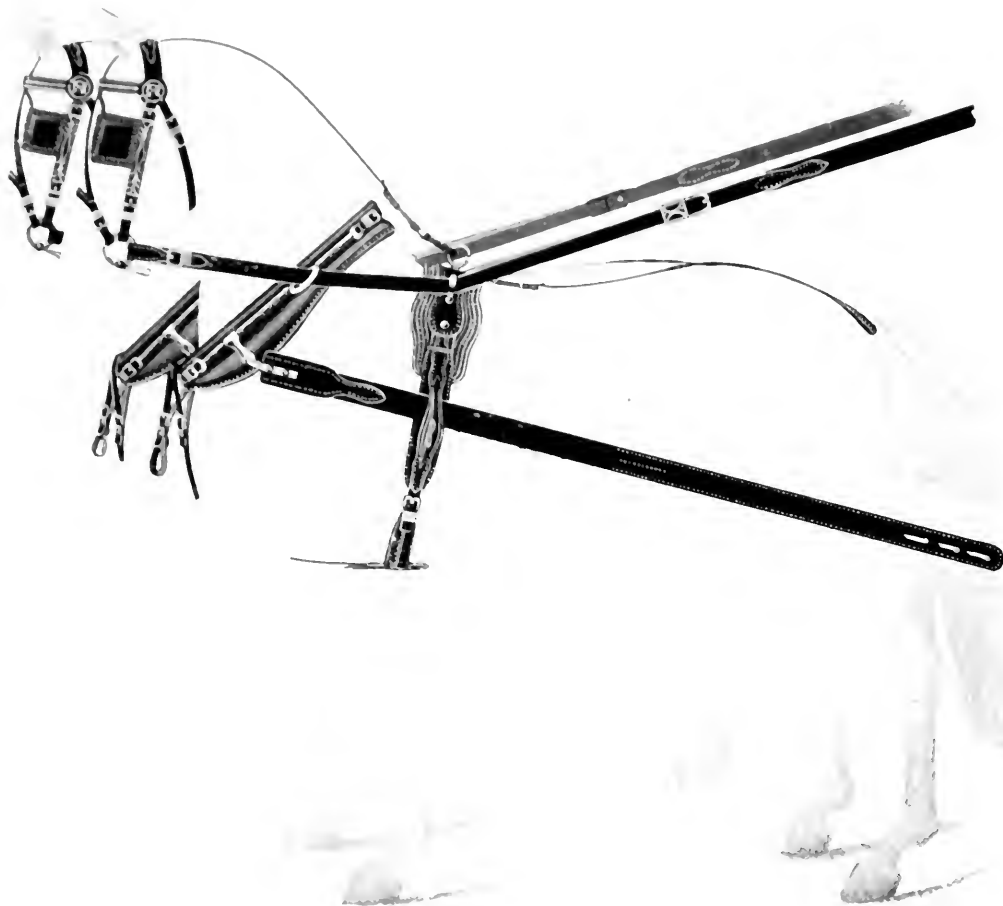
YOKE STRAPS— $1\frac{1}{4}$ -inch single strap, heavy firm stock.

BELLYBANDS— $1\frac{1}{2}$ -inch wide, folded and stitched with $\frac{7}{8}$ -inch buckles.

COLLARS—All black, extra high grade genuine "kip stock" collars, handsomely finished, and hand stuffed. Patent lever fasteners.

MOUNTINGS—Nickel-on-composition throughout. Davis rubber, if preferred. Mountings are handsome pattern and are guaranteed.

The pads are the special distinguishing feature of this harness. Read the description of them above. You'll like it. If you don't, we refund your money. This harness is an all purpose set, suitable and strong enough for carriage as well as buggy use. It is neat, and durable and of course we fully guarantee it.



No. 12168 Extra Heavy General Purpose Double Harness

PRICE

BRIDLES— $\frac{1}{2}$ -inch, box loop, check, patent leather, grain lined blinds with three rows stitching. Round winker stays sewed to blinds by hand. Sewed layer on crown piece. Heavy overcheck with moulded harness leather nose band. Half check bits with large rings. Fancy rosettes. All leather round edge finish.

LINES— $\frac{1}{2}$ -inch foreparts, $1\frac{1}{2}$ -inch hand parts. Spring billet ends. Round edge, all black finish. Russet hand parts, no extra charge. Lines are guaranteed cut from thickest parts of oak tanned hide, and are very strong.

HAMES—8 pound wrought iron. Finger draft eye. Composition metal ferris, finished to match trimmings on harness.

TRACES— $1\frac{1}{2}$ -inch single strap with doubled and stitched reinforced ends with three dart holes. Fancy scalloped and stitched safes where attached to hames. These traces are extra strong and made of thick, firm oak tanned stock. Traces made to buckle, \$2.00 extra.

PADS—Extra heavy style as illustrated, swell pattern, made on No. 5 tree. Patent leather housings. Enamel leather. Hair stuffed bottoms. Extra wide and heavy flat skirts with fancy scalloped and stitched trace holders.

TURNBACKS—Solid scalloped, plugged for hip straps. Flax-stuffed crupper sewed on. Buckled crupper, 50 cents extra.

CHOKE STRAPS— $1\frac{1}{4}$ -inch, single strap, heavy oak stock tanned straps with buckle and billet ends. Round edge finish.

YOKE STRAPS— $1\frac{1}{2}$ -inch, single strap. Heavy, thick, firm stock. Sewed loops.

BELLYBANDS— $1\frac{1}{4}$ -inch wide, folded and stitched, with 1-inch buckles.

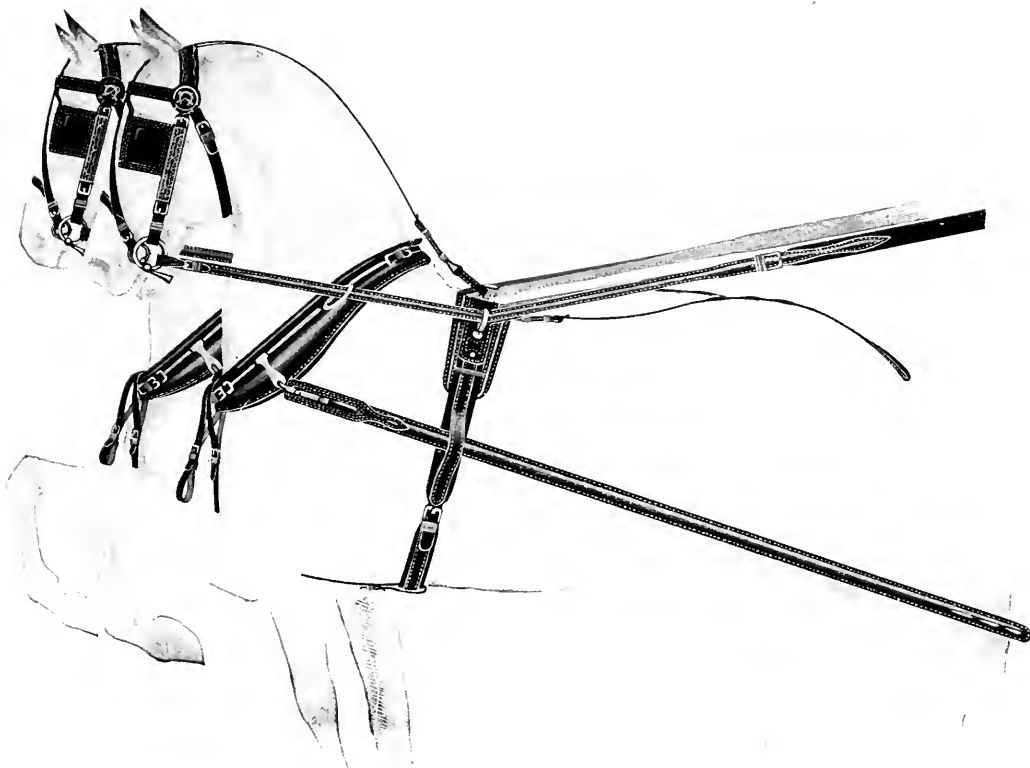
COLLARS—All black, extra high grade, genuine "kip stock" collars, handsomely finished and hand stuffed. Patent lever fasteners.

BREECHING—When ordered at extra charge quoted above, we supply full breeching in proportion to match rest of harness, that is made of firm oak tanned heavy stock.

MOUNTINGS—Nickel on composition throughout. Davis rubber, if preferred. Mountings are handsome pattern and are guaranteed.

This is an especially strong and well made harness in every detail, made from heavy, firm, thick selected oak tanned stock. It is suitable for pleasure vehicles or spring wagon use.

Note the heavy traces. Examine the extra heavy pads also. If you want and need an extra heavy double harness, you will be delighted with this one. Our price is 25 per cent lower than your dealers. We attach our "Guarantee Tag."



No. 12169 Highest Grade Double Driving Harness

PRICE

BRIDLES— $\frac{5}{8}$ -inch, box loop cheeks, $1\frac{1}{8}$ -inch crowns with scalloped layers, extra fine patent leather fronts, silk stitched, three-row stitched patent leather blinds, round winker stays, handsome ivory rosettes, three-buckle overchecks with harness leather nose pieces, wrought bits and extra overcheck bits. First-class bridles all the way through, of best selected stock.

LINES—Beaded fronts, $1\frac{1}{8}$ -inch hand parts, with spring billet ends, selected first grade stock. Regularly furnished all black. Fair leather hand parts, if preferred. Will supply $\frac{7}{8}$ -inch flat fore parts if desired. Soft leather quilted hand parts, either black or russet, \$1.00 extra.

TRACES—Best selected oak tanned stock, $1\frac{1}{8}$ inches by 7 feet, doubled and stitched, raised center, riveted to hames, patent leather points, three dart holes at heels. Traces $1\frac{1}{4}$ -inch, single strap, riveted to hames, and with reinforced ends, no extra charge. Traces buckled to box loop hame tugs, instead of riveted to hames, \$1.00 extra. Traces $1\frac{1}{4}$ -inch, doubled and stitched instead of $1\frac{1}{8}$, \$1.00 extra.

COLLARS—Full patent leather, bent closed top, rims, backs and peaks best selected patent stock faces russet kip leather, extra fine. If preferred, we will supply with straight open top full patent style, with kip face. These collars are strictly high grade and guaranteed.

HAMES— $3\frac{1}{2}$ -pound iron hames, plain draft eyes, complete with spreaders and rings, plated clips, $\frac{5}{8}$ -inch hame straps.

PADS—Full patent leather tops, $3\frac{1}{2}$ inches wide at top, tapering to 3 inches at bottom. Length from water hook to tip, 12 inches, heavy raised bead on side of iron trees, sewed-on leather welts at edge, genuine leather bottoms, hair stuffed the entire length. These pads are sewed throughout, not tacked. Top of iron jockey leather covered, and heavily stitched, heavy single strap, $1\frac{3}{8}$ -inch skirts, heavy raised center trace carriers, Urbana style water hooks.

TURNBACKS— $\frac{3}{4}$ -inch, scalloped, flaxseed stuffed cruppers, sewed on. Buckled cruppers, 50 cents extra.

BELLYBANDS—Folded and stitched, $\frac{7}{8}$ -inch buckles.

YOKE STRAPS— $1\frac{1}{4}$ -inch, single strap, round edge finish.

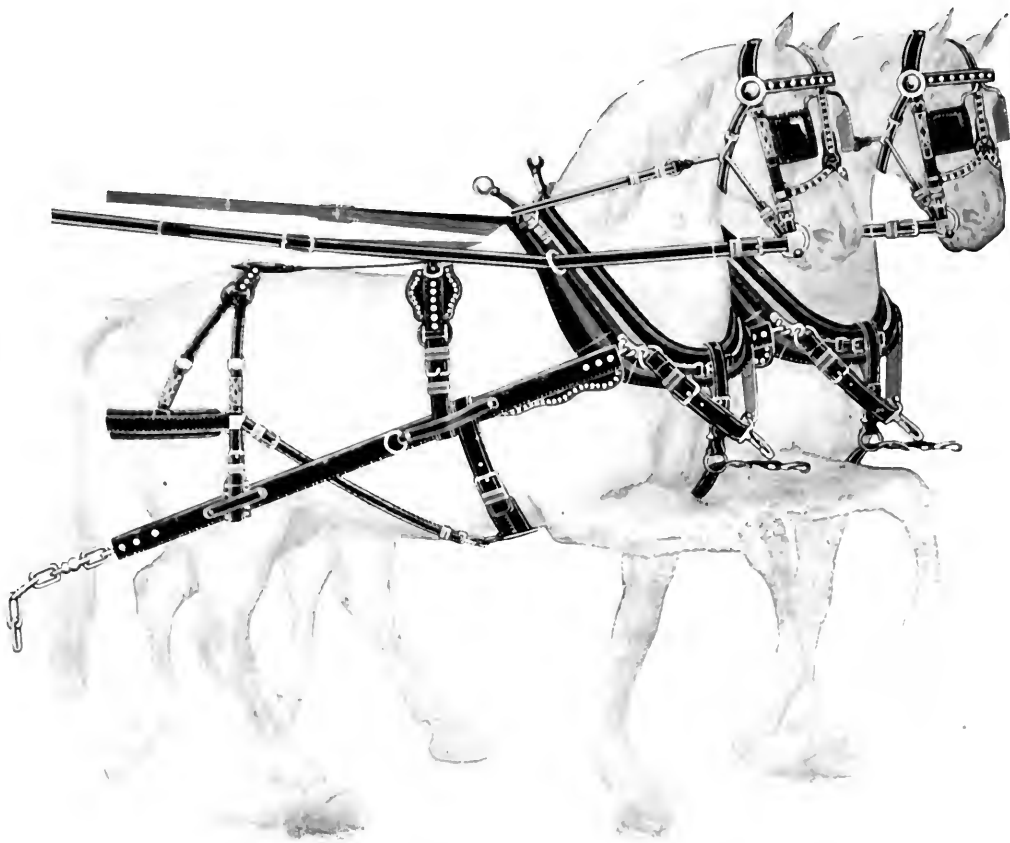
CHOKE STRAPS— $\frac{7}{8}$ -inch wide by 3 feet long, $\frac{1}{4}$ -inch billets.

HIP STRAPS AND BREECHING—When ordered, hip straps, $\frac{7}{8}$ -inch, patent leather drops, reverse buckles. Breeching, single strap body. Selected stock to match the balance of the harness. $\frac{7}{8}$ -inch side straps.

MOUNTINGS—Davis rubber throughout. Genuine "Nickel-on-composition," if preferred.

Can also supply with six-piece brass, balance Davis rubber at no extra charge. Genuine rubber mountings, with Walker rubber compound, all black hames, \$5.00 extra.

We make this elegant set to meet the wants of those who desire the finest double harness procurable. In quality of leather, workmanship, finish and mountings it is the finest that can be bought. You would have to pay \$10.00 to \$20.00 more at retail but you would get nothing better. It will improve the appearance of the finest carriage and team you may use it with.



No. 12170 Oak Tanned Heavy Farm Team Harness

PRICE

BRIDLES—7-inch, box loop short cheeks; large harness leather square blinds (cup blinds, if preferred), round winker stays, round side reins, brass ornamented face pieces and fronts; brass rosettes; wrought bits and bit straps.

LINE—Best selected heavy stock, 1 inch throughout, 18 feet long; buckles and billets on ends and extra snaps. Lines $1\frac{1}{4}$ inches by 18 feet, \$0.75 extra; 1 inch by 20 feet, \$0.75 extra; $1\frac{1}{8}$ inches by 20 feet, \$1.25 extra.

TRACES—Folded style, these traces are made of one piece, extra heavy stock, folded and stitched on lower edge; $2\frac{1}{2}$ inches wide, 5 feet long, with brass ornamented chafes at hame ends, brass rivets, 24-inch heel chains with swivels, $1\frac{1}{2}$ -inch bellyband billets. Traces $5\frac{1}{2}$ feet long, \$1.50 extra. Traces 6 feet long, \$2.75 extra. Traces $1\frac{1}{2}$ inches by 6 feet, 3-ply and hand stitched, instead of folded, no extra charge. Traces $1\frac{1}{4}$ inches by 6 feet, 3-ply and hand stitched, \$1.50 extra.

HAMES—Genuine No. 91, brass Chicago ball pattern, Hayden holdback plates, hame strap loops, complete with spreaders and rings. The very best that can be found anywhere. We guarantee perfect satisfaction. Ball top, Concord bolt hames, with Concord clips, \$1.50 extra.

BACK PADS—Extra large, doubled and stitched, swell harness leather housings, brass ornamented, $1\frac{1}{2}$ -inch layers. Heavy $1\frac{1}{2}$ -inch market straps, complete with back strap loops and rings.

BELLYBANDS—Extra heavy stock, folded and stitched, $1\frac{1}{2}$ -inch buckles.

CHOKE STRAPS— $1\frac{1}{2}$ -inch, with rings and arranged to snap to neck yoke, with collar straps and rings.

BREAST STRAPS—Extra heavy, 4 feet 8 inches by $1\frac{1}{2}$ inches, with roller snaps.

BREECHING—Extra heavy throughout, full body, $1\frac{1}{4}$ -inch layers, 1-inch hip straps, with box loops, brass ornamented, $1\frac{1}{2}$ -inch twinbacks, brass ornamented, with brass chain hooks. Upper hip straps, fancy brass ornamented with chafes under rings. Extra wide trace carriers, fancy spotted. No cruppers. With long one-piece $1\frac{1}{4}$ -inch side backing straps and $1\frac{1}{8}$ -inch carrying straps for use with small neckyoke, instead of regular side straps, choke straps, and breast straps, \$2.50 extra. With single hip straps and with cruppers and no breechings, deduct \$2.50.

COLLARS—When ordered, we supply high grade heavy Scotch pattern, best selected, full clip stock throughout, solid black backs, extra large rims, russet leather kip face, hand-thong sewed, pressed, sole-leather neck pads, patent fasteners. These collars have extra wide draft, and are built especially for this harness.

MOUNTINGS—Full brass throughout. If wanted furnished with plain NC' buckles, hames, etc., and nickel rosettes and nickel ornaments, deduct \$2.25.

ORDER BLANK

No orders accepted on any terms except Cash with Order or Cash on Deposit.

State on this order blank every change you want made from the regular catalogue description. no changes are specified on this order blank we will fill your order according to catalogue description
There is room on the back of this blank for all instructions, please write them there.

Date.....

THE OHIO CARRIAGE MFG. CO. COLUMBUS, OHIO Split Hickory Vehicles and Harness
Manufacturers of

Ship on THIRTY DAYS' FREE TRIAL the following:

Your full name.....

Shipping PointCountyState

P. O.State.....R. F. D. No.....
(If different from shipping point.)

Give name of Station Agent at your Shipping Point
(When shipment is made to station where there is no agent, freight must be prepaid. See catalogue page 12.)

Amount of money sent, \$.....See catalogue page 12, how to send money

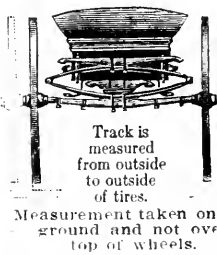
If you want to order on our **CASH-ON-DEPOSIT TERMS** it will be necessary to deposit with your Banker or Express Agent (no one else) the cash-on-deposit price of goods wanted, and have either the Banker or Express Agent with whom you have made the deposit, fill in and sign the acknowledgment of this, as printed at the bottom on the other side of this order blank.

TRACK

.....Ft.....In.

Write Width
of Track
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We positively can not fill your order unless you insert in circle the width of track. Failure to do this means delay, as we will have to write for this information.



Style No. of Vehicle Wanted.		From Catalogue Page.	Steel or Rubber Tires. Rubber Tires are extra. See catalogue page 18.		Shafts or Pole.	
Size of Wheels.	Height of Wheels.	Color of Gear.	2-inch Arch. 4 1/2-inch Arch. or Drop Axles.	Width of Buggy Body Wanted.	Kind of Upholstering in Seat. Add extra cost for leather where it is quoted extra.	Rubber. Leather Quarter Full Leather Top



HARNESS.

Price of Vehicle, \$.....
Cost of Extras.....

Style No.....from page.....in Catalogue.
Collar and Hames or Breast Collar.....Kind of Trimmings.....
(We recommend the Regular Trimmings in Catalogue Description)
Overcheck or Side Rein Bridle.....Open or Blind Bridle.....
If Collar and Hames, give Size of Collar.....Weight of Horse.....
(When harness is wanted for a horse weighing over 1,250 lbs., add to the price \$1.00 for Single Set, and \$2.00 for Double Set.)

Price, \$.....
Signed
(Write your name here.)
(OVER)

THE OHIO CARRIAGE MFG. CO.,
COLUMBUS, OHIO.

Date.....

GENTLEMEN: This will certify that.....has this day deposited
(Name of Depositor here.)

here, \$.....subject to the conditions of this order, which will be forwarded to you 30 days from the
date of arrival of goods ordered. It is agreed and understood that if party making this deposit is not satisfied with
the goods received after trial and returns them within 30 days from the time they are received, this money de-
posited here in payment for them is to be returned to the depositor, when notice is received from you that you have
received the goods returned. It is further agreed that this deposit is to be promptly sent to you at the expiration
of 30 days from the date of arrival of shipment, unless goods have been returned or written instructions to the
contrary received from THE OHIO CARRIAGE MFG. CO. It is also further agreed that this money is not to
be returned to depositor and order canceled without the written consent of THE OHIO CARRIAGE MFG. CO.

Signed.....
(Name of Bank or Express Company.)

Address.....

Per.....
(Name of Officer of Bank or Express Agent.)

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